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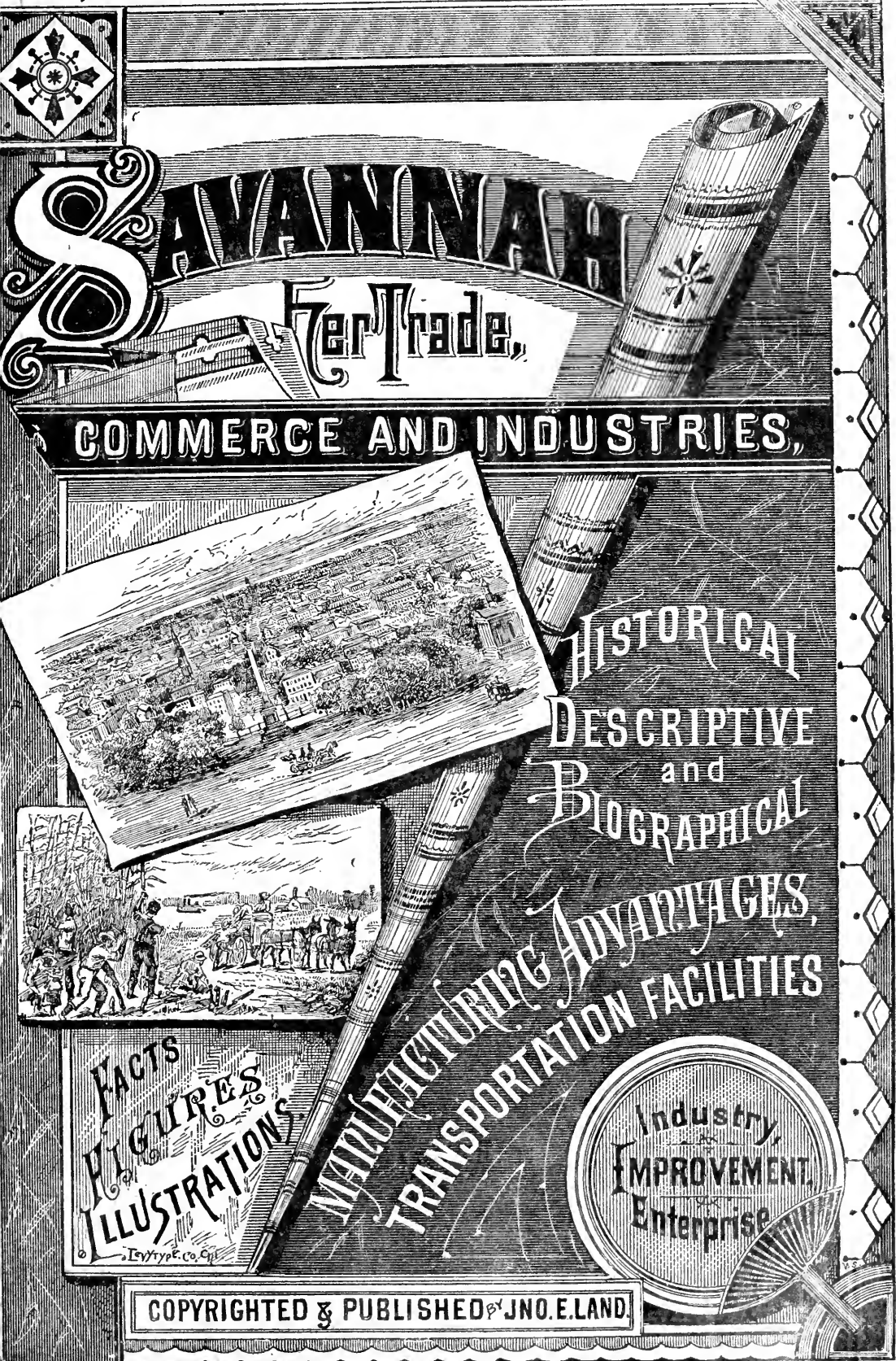
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SAVANNAH

For Trade,

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HISTORICAL
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MANUFACTURING ADVANTAGES,
TRANSPORTATION FACILITIES

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Industry,
IMPROVEMENT,
Enterprise

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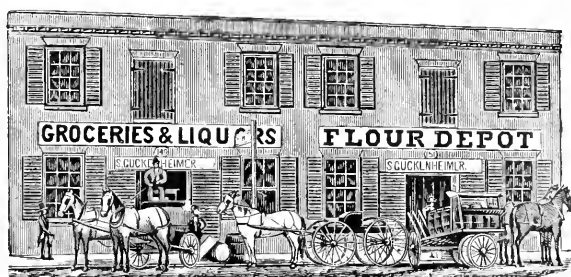
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[OVER.]

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See page 85.

SAVANNAH:

HER

Trade, Commerce and Industries,

1883-4.

MANUFACTURING ADVANTAGES, BUSINESS AND
TRANSPORTATION FACILITIES,

AND A DELINEATION OF

REPRESENTATIVE INDUSTRIAL AND COMMERCIAL ESTABLISHMENTS

OF THE

FOREST CITY OF THE SOUTH.

HISTORICAL AND DESCRIPTIVE REVIEW.

BY JNO. E. LAND,

AUTHOR OF "CHICAGO, THE FUTURE METROPOLIS OF THE NEW WORLD." "ST. LOUIS, HER TRADE
COMMERCE AND MANUFACTURES." "MILWAUKEE, HER TRADE, COMMERCE AND MANUFAC-
TURES." "PEN ILLUSTRATIONS OF NEW ORLEANS." "INDUSTRIES OF ST. PAUL."
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TON, S. C., HER TRADE, COMMERCE AND INDUSTRIES."
AND MANY OTHER WORKS ON THE INDUSTRIAL
GROWTH OF AMERICAN CITIES.

SAVANNAH:

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1884.

PUBLISHER'S NOTICE.

The design of this work has been to present, in a convenient form for circulation, an outline of the resources of Savannah—agricultural, commercial and manufacturing—together with sketches of her growth, business, industries, etc., and the advantages offered as a place of residence. We have also added special notices of the principal business establishments, of an historical and statistical character.

The benefits such a work, properly executed—as we hope this one will be found to be—will confer upon this city can hardly be over-estimated. Savannah possesses extraordinary advantages for a great business and industrial center. Capital in the East and in Europe is abundant, and is seeking favorable places of investment. What we need is to make our advantages known, to show that we have them, and wealth and population will flow in upon us as naturally as the waters of the Savannah river flow to the sea.

The notices of business establishments, it is believed, will afford a reasonably correct encyclopedia of the trade and industries of this city; and they will, doubtless, prove of great value to the parties mentioned, and, therefore, to the business interests of the city, in attracting trade hither by making known our advantages and the facilities for accommodating it.

In this day of progress and enterprise the business man succeeds best who pushes his business most, and this is equally true of a city. When business asthenia, or want of enterprise and public spirit, sets in, the future of the city is doomed. We are happy, however, to say that few cities in the Union possess business men more enterprising and public-spirited than Savannah. This is evidenced not less by the alacrity and energy with which they take hold of every enterprise designed for their good than by the success with which they have pushed their trade and business influence into the interior.

We desire here to thank them for the encouragement and liberal patronage they have given us in the preparation of this work, and especially do we acknowledge our obligations to the Cotton Exchange and Board of Trade for their endorsement. We hope, and with all due modesty we may say we believe, it will not prove unworthy of their consideration, and of the bright Southern Metropolis whose interests it is intended to promote.

JNO. E. LAND,
PUBLISHER.

CORRESPONDENCE FROM THE SAVANNAH COTTON EXCHANGE AND BOARD OF TRADE.

THE SAVANNAH COTTON EXCHANGE, SAVANNAH, GA., January 9th, 1884.

John E. Land, Esq.

SIR—The Savannah Cotton Exchange, by its Board of Directors, recognize the fact that a properly compiled Historical and Descriptive Review of Savannah—her Trade, Commerce and Industries—would be of great advantage to her citizens, and will, with pleasure, afford you all the information it can to enable you to compile such a History, and trust all branches of trade will grant you the facilities you need that success will reward your efforts.

Respectfully,

E. F. BRYAN, *Supt.*

SAVANNAH BOARD OF TRADE, SAVANNAH, GA., January 9th, 1884.

DEAR SIR—I am directed to inform you that at a meeting of this Board, at which was considered your intention to compile and publish an Illustrated Historical Sketch of Savannah—her Trade, Commerce, Industries, etc.—it was unanimously decided that such a publication would be of benefit to this community at large, and that proper facilities would be extended by this Board; and they hope the necessary information will be supplied you by the business men of this city to successfully accomplish your purpose.

Yours Respectfully,

GEO. P. WALKER, *Supt.*

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COMMERCIAL PRINTING COMPANY.

SAVANNAH:

HER TRADE, COMMERCE AND INDUSTRIES.

INTRODUCTORY—COMMERCE.

“Commerce is King.”—CARLYLE.

COMMERCE, perhaps by derivation, simply means exchange. Hence Milton speaks of “looks commercing with the skies.” It is more usually taken to mean an exchange of movable articles, and implies mutual benefit to the actors. Money is the common representative of value, is its ordinary medium, though with barbarous nations the exchange is ordinarily direct, or barter. It is foreign or domestic. Trade is usually employed with the same meaning, though it is also applicable to the home or retail dealings of the shopkeeper. Commerce or trade, in its more extensive sense, supposes travel, a conveyance of merchandise, or the subject of exchange, and the subject of exchange is the market.

A disposition to commerce is implanted in humanity, and, like a thirst for ornament, distinguishes men from brutes. Man possesses, indeed, far nobler characteristics, but, in an age when philosophers gravely seek to show that man is not an immediate creation of the divinity, but a slowly-evolved improvement of the brute, it will be well to allude to one of the most remarkable of the many minor traits of our nature which is not inherent in any other of God’s terrestrial creatures, and is common to all the varieties of our race. We are not aware of any tribe, however imbruted, from the root-digger of the Rocky Mountains to the men of the interior of Africa, who have, or are supposed to have, tails a foot long, who have not a propensity to exchange or trade.

Commerce, like war, springs from a desire of acquisition; but, unlike war, it is consonant with the divine law of love. Like mercy, it is “twice blessed, it blesseth him that gives and him that takes.” It gives birth to invention, stimulates production, entices laggards to labor, and confirms halting industry. Man finds happiness in labor, and he labors to produce materials for the acquisition, by exchange, of things which he desires, but which nature denies him, and he cannot produce. Imagine, if you can, a world whose people do not interchange goods with each other. Each man would be for himself, and his hand would be against every other man. There, indeed, would man be identical with the brute—isolated, unintelligent and predacious. Such a condition of humanity is impossible.

Indeed, from the earliest times men have traded with each other. We have only to recur to the most ancient and holiest of all books for examples of the

immediate development of this instinct of humanity. It is so lucid, so perfectly free from the monstrous fictions and palpable absurdities which disgrace the earliest productions of profane history, and so consistent with scientific truth; and then its historic truth is so corroborated by the internal evidences of its divine origin, its God is so God-like, its ethics are so divine, so perfect, so expansive, adapted to and covering man in every age, in every clime, whatever his pursuits or intellectual attainments—that we cannot but feel that there, and there only, is embalmed the true history of our race.

In paradise, Adam dressed the garden and subsisted on its fruits. Light was his labor, if it were aught beyond mere exercise, but when he was driven forth, it was to “till the ground, from which he was taken;” and he was condemned “in the sweat of his face to eat bread.” Diversity of employment was manifested so soon as the first-born of Eve began to toil. “Abel was a keeper of sheep; but Cain was a tiller of the soil.” And with them, probably, commenced the first interchange of the fruits of labor. But these primitive pursuits were soon diversified; and in the seventh generation from Adam, Jabal “was the father of such as dwell in tents and have cattle;” Jubal “was the father of all such as handle the harp and organ;” and Tubalcain was “an instructor in every artificer in brass and iron.” Here, in this early age of the world, we have proof that the earth was tenanted by the stationary cultivator of the soil, by the shepherd, by the wandering dweller in tents, whose wealth was in his herds, by the smith whose work was in brass and in iron, by men who could construct, and by men who could draw music from the harp and from the organ. Such a diversity of employments could exist only in a trading world. The construction of the ark before, and the tower of Babel after, the deluge are alike cogent proofs of the existence of a systematic division of labor, and of the exchange of its products. Job declares of wisdom, “it cannot be gotten for gold, neither shall silver be weighed for the price thereof. It cannot be valued with the gold of Ophir, with the precious onyx, nor the sapphire. The gold and the crystal cannot equal it; and the exchange of it shall not be for jewels of fine gold.”

But Job lived long before Abraham, and his allusions to the gold of Ophir would seem to favor the idea that even in his day caravans traversed, for the purpose of trade, the deserts of Eastern Asia to its southern coast. If Ophir was, as some have supposed, the island of Ceylon, then navigation had become already an aid to commerce. In the history of Joseph we have a direct proof of a land trade carried on, through the slow, unwearying ships of the desert, by the indomitable race which sprang from Hagar. Joseph was drawn forth from the pit into which his brothers had cast him, and was sold for twenty pieces of silver to a company of Ishmaelites, who “came from Gilead with their camels, bearing spicery and balm and myrrh, going to carry it down to Egypt;” and “Potiphar, an officer of Pharaoh, captain of the guard, an Egyptian, bought him of the hands of the Ishmaelites, who had brought him down to Egypt.”

We cannot comprehend the philosophy which pronounces money the root

of all evil. The love of acquisition is an instinct implanted by divinity, and, though it may be perverted, is the animating principle of the world. It is the great incentive to industry, to commerce and to intercourse. Truly did the poet designate it as "*auri sacra fames.*" The Creator fosters it by the differences of climate which he has impressed upon the earth, and by scattering the infinite variety of goods which all men crave the wide world through. May we not reverently say that his penal visitations—war, pestilence and famine—have in them an element of mercy, and were designed to elicit sympathy and favor intercourse, as well as to chastise stiff-necked and rebellious nations. Famine drove the inhabitants of Canaan to Egypt to purchase corn and re-united the family of Jacob.

It was the sacred thirst for gold which awoke the spirit of discovery, and induced the Tyrian to tempt in his frail bark the dangers of the middle and southern seas. It sent the fleets of Solomon and of Hiram from Tarshish unto Ophir, and they brought back gold and silver, ivory and apes, and peacocks, and great plenty of alnug trees, and precious stones. This emboldened the Carthaginians to pass the Pillars of Hercules, and brave the terrors of the broad Atlantic; made dimly known to the Roman his *Ultima Thule*; carried De-Gama round the stormy Cape of Good Hope into the Indian Seas; sustained Columbus on his dreary way across the wide Atlantic to this New World; and sent Cook forth to circumnavigate the globe.

We do not mean that the heroic actors in these great achievements were impelled by the vulgar thirst for gold. An exalted ambition, a pure love of glory, and the humble hope of extending the benefits of religion and the dominions of the church, may have been their chief incentives; but, as far-seeing men, they looked to the renown which the augmented commerce of their countries would bring with it. Commerce sustained is power.² But for commerce few would be the keels that would part the blue billows of the ocean; and navigation would be but the means of rapine for new sea-kings—men full of cruel lusts, mad for battle, and drinking mead from the skulls of their slain foes. Now, in this age, when commerce so intertwines the interests of the chief nations of the world that war seems madness, who, apart from trade, would imperil himself on the still mysterious sea, save to extend it, or to guard its safety? No expense or danger is too great to prevent strict search for a rock or shoal, suspected to exist in or near the track of trade—that its position may be ascertained and marked upon the charts. But no one ever gained or sought fame by the mere discovery of lands uninviting to the merchant, and useless as auxiliaries to commerce, save where the discovery put limits to desperate exploration, as in the case of the Antarctic Continent and the impracticable Northwest passage. Start but a rumor that a group of rocks, capped with guano, has been dimly seen somewhere in the midst of the Atlantic, and in not many months navies will be crossing and recrossing it in all directions.

Commerce brings wealth and power. It may not bring freedom, and may carry chains and degradation to subjected countries. But it heightens luxury, fosters the fine arts, embellishes great cities, and makes a nation strong. For

centuries small nations, as monopolists of the trade of the East Indies, assumed and were able to maintain a commanding attitude in Europe. Witness Venice, Genoa and Holland. Now, but for its commerce and dependencies, enabling it to disperse its manufactures the world over, Great Britain could not rank as a first-rate power of Europe. What well-directed industry, aided by policy, has gained, may perchance be hazarded and lost in a daring but injudicious war. Commerce should court peace : for when it allies itself to conquest it embraces danger. Better far is it for a great country that another land should be a free and friendly ally than a doubtful dependency. Commerce will draw far more riches from a vigorous nation than from a curbed and feeble colony. The trade of one year with Great Britain is of more service to her than would have been a twenty years' monopoly of the trade of what the thirteen colonies would now be, had they remained subject to the British crown.

From the very outset we have been a commercial people ; and, Heaven favoring us, we must, with our two ocean fronts and our vast country and energetic population, furnish the most wondrous spectacle of commercial growth and strength the world ever witnessed, provided we cultivate and maintain amity with the outer world and break not ourselves asunder. The writer does not think that we are (as were the feet of the great image Daniel saw) compounded of iron and clay, and does not wish to be understood as undervaluing agriculture, manufactures, or the arts. Without them there can be, in this age, no commerce. They all act in unison to create prosperity. They must co-exist or languish. Commerce is the creature and stimulant of industry in all its forms. Never again will the world see the time when a nation can make itself the sole mart of particular commodities, and grow rich from a monopoly of silks and spices. In substance, trade is now free to general competition ; though, in detail, it is, whether wisely or unwisely, hampered by imposts and subject to exaction. It is the strongest and most beneficent where freest. It is not a ferocious animal which must be muzzled and chained down to labor, but a strong implanted impulse which will break forth, and needs but the regulation of justice and humanity to exert the happiest influence on the whole family of man.

Much of our present greatness and future hopes we owe to the energizing spirit of Commerce. It has prompted to negotiations, and sustained our government in struggles which have expanded our country to its present amplitude. It acquired the debouchure of the Mississippi ; it carried the flag of our Union across the Rocky Mountains, and planted it at the mouth of the Columbia, and upon the golden hills of California. It must preserve what it has acquired, for we have, and can have, no other assured hope of continued union. Heaven has, so far, bidden discovery and enterprise to keep pace with and consolidate our growth. The canal, the railroad, the application of steam to ocean navigation, and the magnetic telegraph and telephone, will suffice to hold intact the holy bond of union.

We trust our readers will pardon the introduction of matter not strictly local, but which we think has a bearing on the future great possibilities of

Savannah. The future of this city is in the hands of the men who control her commerce. Her merchants are those to whom the world look to carry out the wonderful possibilities of this city. We predict a bright future for Savannah, but we depend on her men of commerce to verify that prediction, for a realization of the fact.

The commerce of all States and cities may be generally traced to the same natural and never-failing causes—local adaptation, enterprise and industry, the sure agents of prosperous trade. Where these concomitants unite, and where this union is untrammelled by arbitrary enactments, on the one hand, and unfettered by the over-fostering care of a too wise government on the other, there commerce flourishes best, and wealth pours in with an open and ready hand. An attentive observer of events within his own time, and a careful reader of the past, will not fail to perceive that all attempts to restrain commerce within certain and specific channels have been destructive to the very interests they have sought to cherish. All monopolies—be they chartered associations, or the avaricious and over-reaching acts of an intermeddling government—have commonly terminated in the ruin of trade and the failure of its grasping participants. The policy of all protective and prohibitory laws in relation to trade may very well be doubted. Wholesome and judicious enactments for the protection of the honest and the correction of the unscrupulous are certainly desirable, and such come not within the pale of our general objections.

ANCIENT SAVANNAH.

The first settlement of Savannah was made in the month of February, 1733, by General Oglethorpe and some thirty families. On the 7th of July following, the settlers assembled on the strand (the bay) for the purpose of designating the lots. In a devotional service they united in thanksgiving to God, "that the lines had fallen to them in a pleasant place, and that they were about to have a good heritage." The wards and tithings were then named, each ward consisting of four tithings, and each tithing of ten houses, and a house and lot was given to each freeholder.

After a dinner provided by the governor, the grant of a court of record was read, and the officers were appointed. The session of the magistrates was then held, a jury empaneled, and a case tried. This jury was the first empaneled in Georgia.

The town was governed by three bailiffs, and had a recorder, register, and a town court, holden every six weeks, where all matters, civil and criminal, were decided by grand and petit juries, as in England. No lawyers were allowed to plead for hire, nor attorneys to take money, but (as in old times in England) each man could plead his own cause.

In October, 1741, the government of the colony was changed from bailiffs to trustees.

In 1750, the number of white persons in Georgia was computed at about fifteen hundred.

The first royal governor of Georgia, John Reynolds, Esq., arrived in Savannah in October, 1754.

The first printing press was established in 1763, and the *Georgia Gazette* printed on the 7th April of that year.

Robt. Bolton, Esq., the first postmaster of Savannah, was appointed in 1764, by Benjamin Barron, Esq., postmaster-general of the southern district of America.

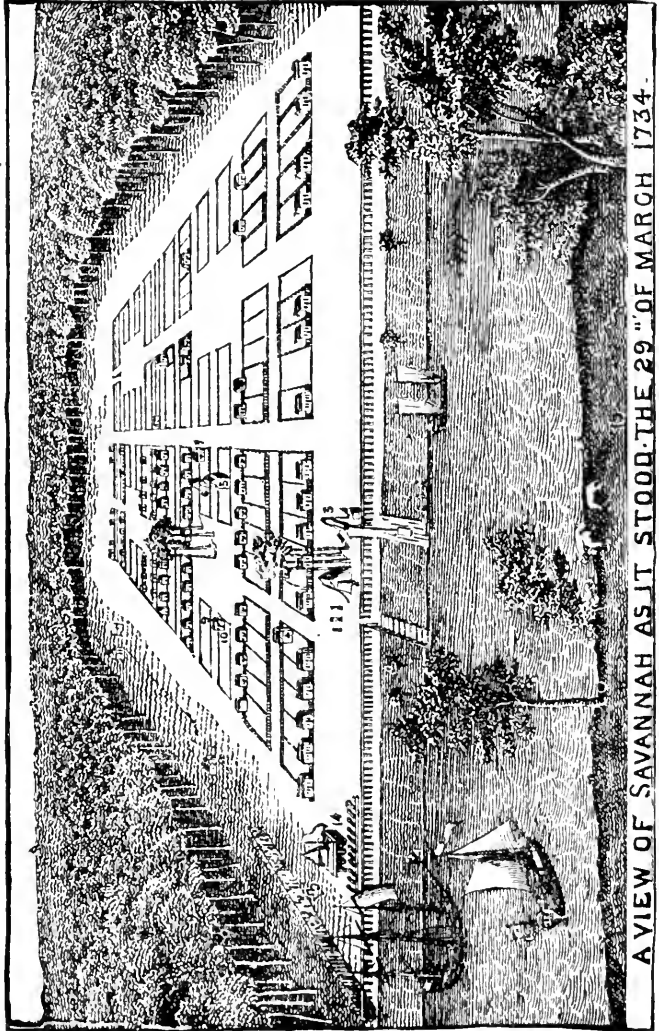
In 1766, the city consisted of 400 dwelling-houses, a church, an independent meeting house, a council house, a court house and a filature.

In 1770, the city extended on the west to what is now Jefferson Street, on the east to what is now Lincoln Street, and on the south to what is now South Broad Street, and contained six squares and twelve streets, besides the bay.

The first attack by the British on Savannah was made on the 3d March, 1776. It ended in the discomfiture of the regulars, under Majors Maitland and Grant.

On the 29th of December, 1778, Savannah was taken by the British. In October, 1779, an unsuccessful attempt was made by the French and American armies to recapture Savannah from the British. Count D'Estaing and General Lincoln were the commanders. Six hundred and thirty-seven of the French, and two hundred and forty-one of the continentals and militia, were killed and wounded. In this attack Pulaski fell. The spot where he was shot is about one hundred rods from the present depot of the Central Railroad.

On the 11th of July, 1783, Savannah was formally given up by the British to the Americans, and Colonel James Jackson (afterwards Governor Jackson)



was selected by General Wayne to receive the surrender of the same from the British commander. Colonel Jackson commanded the Georgia Legion, consisting of horse and infantry, and on the same day he received from the British commander the keys and took possession of the city.

The first session of the Legislature of the State was held in Savannah in January, 1784, in the brick house now standing in South Broad Street, between Drayton and Abercorn Streets. This building was afterwards occupied as a public house, and long known as "Eppinger's Ball Room." It is the oldest brick house in Savannah. Dr. Lyman Hall was then Governor.

In December, 1789, a law was passed by the Legislature making Savannah a city.

The first mayor (elected in 1790) was John Houstoun.

In November, 1796, the first destructive fire occurred in Savannah. It broke out in a bakehouse in market square, and destroyed 229 houses, besides out-houses, etc. Estimated loss of property, one million of dollars.

In May, 1814, arrived in the waters of Savannah the United States sloop of war Peacock, Lewis Warrington commander, afterwards Commodore Warrington, bringing in as a prize H. B. M. brig of war Epervier, Captain Wales, of 18 guns. The Epervier had on board \$110,000 in specie, which was condemned and distributed according to law. She was built in 1812 and was one of the finest vessels of her class in the British Navy.

In April, 1819, arrived the steamship Savannah from New York. This steamer was projected and owned in Savannah, and was the first steamship built in the United States, and the first that ever crossed the Atlantic. She left Savannah in May for Liverpool, and afterwards proceeded to St. Petersburg.

In January, 1820, occurred the largest fire which ever ravaged the city. It commenced on the east side of Old Franklin Ward. Four hundred and sixty-three buildings were destroyed, besides out-buildings. Loss, upwards of \$4,000,000.

At this juncture in our labors, propriety for the object in view suggests that we briefly mention only a few additional historical facts in regard to the city. In a commercial sense these include the monetary troubles, incident to the disasters of the war of 1815, the bankruptcies of 1837, the monetary troubles of 1842, the national panic of 1857, and the general trouble following upon the unhappy civil war of 1860-65. And yet from the outbreak of the war up to the restoration of commerce, say in 1867-68, facts indicate clearly that although in each decade depressing periods of business and staginations of commerce, similar to those of 1873-4 5, have occurred, the city as a whole has continued to increase its population and consequently its business, however individuals may have, in the crash and wreck of private fortunes and undivided interests, sunk and been forgotten.

Therefore, we may say the past of this city has been well cared for; its historical records are preserved in its own and the records of our country; the fame of its great men will survive "fresh in eternal youth" long after the humble historian has been forgotten. As a Neophyte in Archaeology, one may well

then despair of success, and devote attention to the actual and THE PRESENT of our city, which, sustained by energy, backed by capital, stimulated with fortitude by virtue of success, presents with its material progress, its advances in commerce and manufactures, its maritime interests, its internal navigation by river and rail, its industrial features, its telegraphy, telephones, electric lights, its enlightened press, its metropolitan advancements in every particular, themes sufficiently comprehensive and voluminous, and to which we invite the closest attention, and in which we promise faithful account of its magnitude and development. In this respect we may truthfully say,

RETROSPECTIVELY AND PROSPECTIVELY,

Rich land! Noble history! A land so fertile God seemed to have pronounced upon it His sweetest benediction. A climate so mildly tempered "the mock-bird has no winter in his song, no sorrow in his year." A soil so generous it gave ample competence to all who came, and afforded ability to indulge not only in those pursuits which tended to satisfy animal wants and desires, but softened into poetry the selfish passions, improved the moral and intellectual character, and gave leisure for liberal studies and pursuits. Thus with that tranquility and leisure afforded by the enjoyment of accumulated riches, those speculative and elegant studies which enlarge views, purify tastes, and lift mankind higher in the scale of being were successfully prosecuted, and thus do we account for the illustrious names Savannah has furnished to the world—in law, in medicine, in divinity, in judicature, in commerce, in military science and literary accomplishments—names that enrich not only the biographical wealth of the city, but have been enrolled among the *nomina clari* of the Republic.

It should be an accepted fact, therefore, that the barbarism or refinement of a people—whether national or municipal, depends more on their wealth than on any other circumstance. No people have ever made any distinguished figure in philosophy or the fine arts without being celebrated at the same time for their employed riches and industries. Pericles and Phidias, Petrarch and Raphael, adorned the flourishing ages of Grecian and Italian commerce. The influence of productive wealth in this respect is almost omnipotent. It raised Venice from the bosom of the deep, and made the desert and sandy islands on which she is built the powerful "Queen of the Adriatic." It rendered the unhealthy swamps of Holland the favored abodes of literature, science and art, and it has done as much, will do vastly more, for Savannah, the Forest City of the South.

While it is true there are a few, even of our best informed citizens, who are skeptical as to the continuance of this magnificent prosperity, and are evermore on the lookout for sudden and fatal checks to the city's trade and enlargement, it is equally as true they fail to notice fully either what has already been accomplished, or the unlimited resources about us yet undeveloped, but certainly to be drawn upon, in the grander conquests of the not distant future. Let us, therefore, be candid with all such, and assert without fear of successful contradiction, that the very best assurance of the continued healthful progress

of Savannah is found in *what she is to day*, a centre of enormous trade, in spite of some of the most unfavorable surroundings and drawbacks that ever beset a city, more perhaps *the creature of the necessities—the inexorable demands of the position*—than any American city that has ever struggled for eminence; and yet the forces that have thus successfully built up the city are far from being exhausted or even fully comprehended. Humanly speaking, then, there is no power on earth that can prevent Savannah from becoming a vast commercial city. It will grow in wealth and power, in industry and influence, in spite of itself—in spite even of the bad fame she has abroad on account of climate. The demands of commerce, like the demands of necessity, know no law, admit no obstacles, overcome all barriers. Back of the city to North, to East, to West lies a vast empire of productive wealth with many millions of people, all of whom, in a manner, are ministering to its traffic and wealth.

In truth, the view is propitious from every stand-point. The city is in a condition of vastly improved sanity and health, and has commenced—nay, is far upon the road in a brilliant career of improvement. The motives of social and political freedom, fertility of soil, salubrity of climate, wealth of agricultural resources, facilities for commerce and manufactures, and ease of river and railroad transportation, are the material advantages which invite capitalists, tradesmen and manufacturers of every clime and nationality to a home in our midst; to a co-operation in the development of its measureless possibilities, and to an enriching participation in its prosperity. A live, intelligent and enterprising people, now fully aroused to all the requirements of the age, have possession of her multifarious labors, and the day is now at hand when many a stately edifice is musical with clanging machinery and those sounds of diversified industry that quickens the pulse of a nation and prolongs the life of a Republic; while her possibilities, thus foreshadowed, dazzle the mind by their variety and magnitude, and leave the calmest and most unimpassioned observer quite bewildered in the prospect for this magnificent metropolis of the South.

THE COMMERCIAL HISTORY OF SAVANNAH.

Savannah is the natural emporium of all the vast tracts traversed by the Savannah River and its tributary streams, and enjoys a greater command of internal navigation than any other city in the State. Even many years prior to the late civil war it was the grand entrepot of the States of Georgia, Florida and a large portion of South Carolina, and for many years was regarded as almost without a rival. Up to 1860, civilization had struck its roots, and began to flourish only in some comparatively small portions of the immense territories of which Savannah is the sea port, and yet its progress was rapid beyond all precedent.

While Savannah, even from her inception, has been regarded as an important commercial point, her true commercial history may be dated from 1822. It appears from the accounts printed by order of Congress that the receipts and exports of cotton and rice at the port of Savannah for the year 1822-3 amounted to the following figures: Receipts of cotton, 105,261 bales; of rice, 11,232 tierces.

With frequent variations but always on the increase these figures had grown until 1843, and for the commercial year of 1843 Savannah exported 285,754 bales of cotton; 25,032 tierces of rice; 7,500,000 feet of pitch pine lumber; 5,175,000 cypress shingles; 66,000 oak staves. The direct foreign import for the same period amounted to only \$279,896, but as a great proportion of the articles of foreign import consumed in, and transmitted through Savannah, arrived coastwise from New York and other northern cities it is difficult to form a calculation from any very certain data what were the actual value of the aggregate direct and indirect foreign imports of Savannah at that time, blended as the latter were with the coastwise imports during the period of which we have been speaking, viz.: 1843. The registered licensed and enrolled tonnage of the port of Savannah amounted to 17,920 tons, but the total amount of all tonnage frequenting the port at this early date cannot be readily arrived at, since most of the vessels which were engaged in the coasting trade sailed under licenses which exempted them from entry or clearance at the Custom House at Savannah, except where they had foreign goods on board.

From the first of October, 1844, to the first of October, 1846, there entered coastwise the port of Savannah 719 vessels, comprising an aggregate tonnage of 196,791, and during the same period from foreign ports 26,612 tons of American shipping, and 78,476 tons of foreign, by which enumeration a curious fact is brought to light, namely, that the foreign carriers of our own products outnumbered the native in the ratio of three to one. The total amount of tonnage of all descriptions entered at the Custom House of Savannah during the two years last named was 105,089, and the total amount cleared for the same period was 133,915, the difference between these two sums arising in part from vessels remaining over in port at the commencement of the year, and in part from vessels arriving coastwise with license, taking foreign freights and exchanging their licenses for registers, and thereby in clearing obtaining a record on the Custom House books.

In 1847, Savannah began to feel the effect of the internal facilities of transport. The Central Railroad had been finished and put in successful operation, and many were the predictions made by the people of Savannah. Gen. Bernard, who, after carefully examining and weighing all the local advantages of the city, exclaimed, "Savannah is destined to become the New York of the South."

The exports for the month of February, 1847, exceeded those of the same month the year previous by \$839,477.75. For the month of January, 1846, the exports amounted to \$262,124.52, while for the same month in 1847 they amounted to \$1,038,954.41, an increase of \$776,829.89 in the one month of January, and a total increase in the first two months of 1847 of \$1,616,307.14.

We have thus hastily and briefly, and we grant imperfectly, sketched some of the leading incidents in the history of Savannah, more especially for the purpose of referring to facts illustrative of her past progress. At the same time, by no means claiming to be the historian of the place, and trenching in no part upon ground that properly belongs to the domain of biography, or personal laudation, or flattering testimonials as to "leading citizens" or "representative

men," we have sought only to balance all drafts upon the past by the marvelously increased value of the present, demonstrating the philosophy of political economy in presentation of *cause* by the grander illustration of *effect*.

And for this good and sufficient reason a more extended account would be without the scope of this work, besides stretching it beyond the limits to which it was originally intended and necessarily assigned. Besides, our own citizens hardly need such remembrances as these to impress them with full confidence in the upward and onward progress of a city of which they know so well they have reason to be proud. Strangers, however—those who know Savannah only by name, we may say—whose ambition and desire may be to know somewhat of the Southern metropolis, whose faces are set southward with a view to the permanent establishment of their homes, may be interested, even by the imperfect report made by us, to stimulate further inquiry on their part. Such an inquiry will disclose a thousand additional facts to strengthen the conviction that Savannah has a rightful claim to the prominence which her friends assign to her. What forbids the realization of their most enthusiastic predictions as to its future growth and greatness?

Briefly, the situation is this: Here stands a city, already with nearly a hundred thousand population; with a natural highway of travel which reaches nearly one half of the States of the Union, besides her railways, which connect with the network of similar roads stretching to every quarter of the civilized part of the continent. What shall prevent an aggregation here of inhabitants beyond anything of which we to-day may dream? Thousands after thousands, until there shall have sprung up here a city containing hundreds of square miles—taking in the outlying counties on both sides of the river, with an area even then affording but reasonable accommodations for the vast multitudes collected within it. Of course, such visions relate to the future; but that future, amidst the growth of such a nation as ours, cannot be long postponed. Meanwhile the present generation will witness a progress with which it may well be content. That progress, it is true, will depend much upon the energy and the enterprise of our citizens. Yet we fully rely on the belief that the people of Savannah will be true to their city and themselves, and it may be no idle dream which conceives for Savannah the most exalted destiny, which, with a just prophetic forecast, transforms the humble colony of Oglethorpe into the future Metropolis of the South.

RESOURCES OF SAVANNAH.

The State of Georgia is rich in minerals, rich in agriculture, and rich in forests, which abound the State over. Nature, which is only a name for Providence working in disguise upon the plane of ultimate effects, having thus laid up such an abundance and variety of materials for subsistence, let us see whereabouts upon the earth's surface our lot has fallen. Unrolling the map of the world, we find the people of Georgia holding possession of about 58,000 square miles of its surface, lying very nearly square between the parallels of 32° and 35° North latitude. Moving the finger along these parallels eastward we find them embrac-

ing and traversing Palestine, the ancient Canaan, that "Glory of all lands;" Persia, as it was when its twelve tribes first lifted spears to follow the great Cyrus over Asia; and Mesopotamian China. Owing to its peculiar physical conformation it enjoys every diversity of temperate climate. If the orange blossoms in her south, the people of the mountain lands of Georgia sleep under blankets in August. Isothermally the State is also related to Italy and Greece. From the torrid Atlantic and Pacific belts heavy laden winds, arrested by the forests of the plain, by the hills and mountains that guard our western frontier, precipitate their moisture in abundant rains to irrigate a soil where there is no waste land, and replenish the innumerable streams.

It would be a reasonable inference that a soil so rich and various, supplied with abundant moisture, under a range of the most auspicious and delicious climates with which a beneficent Providence ever blessed any people, would display a corresponding variety and richness of vegetation. While New York, according to published accounts, has 150 medicinal out of 1,250 species of plants, the flora of Georgia exhibits 3,500 species, of which over 400 belong to medicine.

Of the Georgia arboretum there are about twenty-one varieties of oak, beginning with *Quercus virens*, the Live Oak, tougher in fibre and grander in aspect than the native oak of our Mother England.

For building, upholstery and all mechanical and economical woods, we may mention five varieties of pine, the cedar, cypress, walnut, hickory, chestnut, redberry, locust, ash, linden, poplar, birch, elm, hemlock, spruce, basswood, magnolia, mulberry, and other trees native to our magnificent forests. Our fruit trees are mostly exotics, but they come to perfection in our soil. Of these may be mentioned the peach, nectarine, apricot, apple, pear, plum, cherry, pomegranate, fig and olive. The olive, the sacred tree whose oil furnished light to the ancients, and food as well as unction for the consecration of kings and priests, and which gave the name of "Christ," *i. e.*, "anointed," to our Lord, is beginning to be cultivated in our State. The preservation of fruits and vegetables is a fit employment for our women. Baltimore puts up for annual sale forty-eight million cans of such things.

Concerning the timber interests of Georgia a writer in a late number of the *Southern Lumberman* says:

"It is greatly to be deplored that the unmerciful destruction of our forests by the turpentine industry could not be regulated in some way so as to obtain the greatest value from the property. It is a fact, well known to the trade, that millions of acres have been totally destroyed by the turpentine business, as it will be impossible to reach the timber thus injured and saw it into lumber before it becomes almost valueless for sawmill purposes. If, as soon as the turpentine manufacturers abandoned this timber, the sawmill men could utilize it, it would save millions of feet of lumber to the country, which means millions of dollars to the country. But this seems impossible, as men generally consider the present and not the future. After the turpentine men abandon the timber, large quantities of it burn down, blow down and die before it can ever be reached

by the sawmill men. Cannot some plan be adopted that will save to the country so much valuable timber? There is \$700,000,000 worth of pine in Georgia at the market price, and nearly \$200,000,000 in value will be destroyed in this way if some practical plan is not adopted by which to prevent it. Nearly one-third of the taxable property of Georgia to be lost! And what can be said of Georgia, we think, will be the result in other Southern States.

It is true the census claims a stumpage of about 236,000,000,000 feet of yellow pine in the South, with a cut of, say, 1,500,000,000 feet per year. Some argue that yellow pine will last, at the present rate of production, 150 years. Now, we believe the timber available for sawmill purposes will be cut short fully one-third by reason of the devastation caused by turpentine operators; that is to say, reduced in available stumpage suitable for manufacturing into lumber from 236,000,000,000 feet to about 160,000,000,000 feet. We believe the largest operators in lumber will grant that the business is in its infancy. Now, say the annual production is raised from 1,500,000,000 feet per year to 5,000,000,000 feet, and thirty-two years—an average life time—would see our yellow pine forests a thing of the past.

We do not believe we are extravagant in our estimates. We will venture the prediction that the production of yellow pine in the South will be 5,000,000,000 feet a year in from six to eight years. Lumber from the South during the war rose to \$60 and \$80 per thousand at the North. May it not reach those figures again in twenty-five or thirty years is an open question. We lay stress upon all these points, trusting that some may read, reflect and hold to their extremely valuable properties. Patient waiting will surely be rewarded."

The people of the State have begun to see that the lumber interest of Georgia is enormous and is rapidly increasing. Many men from Minnesota and Michigan have invested large sums in the development of this industry, and are building tramroads at great expense to tap the main lines. The turpentine interest is becoming a very considerable one, and has spread over a large portion of Southern Georgia, where a great number of hands are employed.

AGRICULTURAL.—There is no State in the Union that possesses a more varied climate and a more varied soil than the State of Georgia. For instance, the productions of the seaboard consist mainly of rice, and latterly of truck farming, with small areas in cotton and still smaller areas in corn. The middle belt of Georgia is probably more salubrious than that near the seaboard, and is more varied in its productions as agriculture is now being conducted. Through Middle Georgia the products are mainly cotton and corn and smaller grains, such as oats, wheat, etc. The average production of corn, take the entire State over, last year was about 13 bushels, and the average yield of wheat was about 9 bushels. The oat crop, which was an exceptionally fine one last year, yielded about 7,500,000 bushels. The cotton crop was somewhere between 800,000 and 900,000 bales. Middle Georgia grows by far the greater portion of cotton that is grown in the limits of this State. It is *par excellence* the cotton-growing section of the State. The lands are somewhat thin, and for that reason the planters have had resort to fertilizers, which are used to an extent of about

120,000 to 150,000 tons per annum. The production of cotton has risen from about 500,000 bales during the year just after the war to its present sum of 900,000 bales.

In order to show how the agricultural resources of the State have been developed the following figures are given: In 1870 there were produced 17,646,459 bushels of Indian corn; in 1880, 23,190,472; in 1870, 11,127,017 bushels of wheat, and in 1880, 23,158,335; in 1870, 1,904,601 bushels of oats, and in 1880, 5,544,161; in 1870, 5,640 bushels of barley, and in 1880, 19,396; in 1870, 82,549 bushels of rye, and in 1880, 101,759; in 1870, 402 bushels of buckwheat, and in 1880, 2,439. Nearly all the fruits and vegetables are grown to fine perfection in some sections of the State, and a great industry of shipping them to Northern markets is springing up.

MINERALS. — Through the State, coal, iron, copper, gold, slate, and marbles of all colors are found in the greatest abundance, and are being worked to a large extent. The marble through the State is so bountiful that in some sections the ballast and culverts of the railroads are made out of the finest kind. Manganese has also been recently discovered. There is a great development of the coal interests, as well as of the iron. The coal mining is being enormously developed; improved machinery is being brought into the State, and large sums are being invested by capitalists of our own State and abroad.

From this cursory examination of our natural resources, we may safely affirm that Georgia is one of the finest countries on our globe, taking into consideration its geographical position, climate, soil, mineral productions, water-power, means of inland transportation, and foreign commerce, its health and rare beauty.

SAVANNAH STEAMSHIP INTERESTS.

There are numerous persons, "native here and to the manner born," who will remember when our steamship squadron was, in number of vessels and carrying capacity, almost entirely eclipsed by the sailing fleet that for miles lined our wharves, three and four tiers deep. Such is no longer strictly the case. Here, as at other leading seaports, the steamship has steadily encroached on the domain of the sailing vessel, and still the change goes on. The sailing vessels will perhaps always be seen on the seas, but the sword has indeed departed from Judah, it will no longer eclipse the steamer, and therefore a sketch of the regular steamship lines to and from Savannah will be apropos:

OCEAN STEAMSHIP CO.

Beginning with the Ocean Steamship Company, we find that this company has two regular lines of steamers connecting Savannah with New York and Philadelphia. The number of steamers in the trade is six, viz: City of Augusta, Chatahoochee, Nacoohee, Tallahassee, Juniata, and City of Savannah. The managers report a satisfactory increase in the business for the year just passed, over that of the previous year, and Savannah, which is the southern termini of these lines, is directly interested in their freight and passenger business to the extent of about 90 per cent. Every new railroad that comes from the interior to a seaport necessarily calls for an increase in ocean transportation.

BOSTON AND SAVANNAH STEAMSHIP CO.

There is a regular line of steamships between this city and Boston. The vessels are first-class iron steamships and are fitted up in a most luxurious manner for the comfort and convenience of passengers, and to this part of their business they pay the strictest attention. During the winter months the arrival of every steamer of this line from Boston brings to this summerland numbers of people who are unable, or rather unwilling, to stand the excessive cold of the New England winters. The wharves in this city are connected with the railroads, and very little hauling is necessary. Besides their magnificent passenger business, they do a large freightage business in cotton and naval stores for the New England manufactories. The vessels plying in the trade are the Gate City and the City of Macon. We learn, however, that the company propose soon to put on another fast and first-class iron steamer.

MERCHANTS AND MINERS TRANS. CO.

The trade between Savannah and Baltimore is quite extensive, and is carried on by the above company with their large iron steamers, viz.: Wm. Crane, Johns Hopkins, and Wm. Lawrence, which sail from Savannah semi-weekly, and do both a freight and passenger business, and are represented by an agent in this city.

SEA ISLAND ROUTE.

The steamer city of Bridgeton makes regular semi-weekly trips to Fernandina, where connections are made with the railroads to Jacksonville and other points in Florida.

AUGUSTA AND SAVANNAH STEAMER.

There is only one boat now running between this city and Augusta on the Savannah river. One trip is made each week. Considerable business is done in carrying cotton from the up-country to Savannah.

The Mary Fisher makes semi-weekly trips to Cohen's Bluff and intermediate points.

VARIOUS TRANSIENT STEAMSHIPS.

There can always be seen at the wharves in Savannah steamships from England, France and other countries. These steamers of course are not owned here, but they do an immense carrying trade between Savannah and foreign ports. It is not an unusual sight to see ten of these vessels at one time loading with cotton for foreign ports.

SAILING VESSELS.

To walk along the five miles of wharves in Savannah one would be surprised to see the numerous barks, brigs and schooners, with the flags of almost every nation on the civilized globe at their mastheads. Here are vessels from Norway, Sweden, Belgium, Sicily, Spain; from France, Germany, Scotland; all loading with our cotton and naval stores for the other side of the blue Atlantic. These vessels are generally chartered by some of our enterprising ship brokers, who drive a prosperous trade in this direction.

FOREIGN CONSULS AND CONSULAR AGENTS AT SAVANNAH.

The importance and wide-spread character of the foreign commerce of Savannah may be ascertained in the fact that the following foreign governments have their consuls and consular agents here: Argentine Republic, Austria-Hungary, Costa Rica, Chili, Denmark, France, German Empire, Great Britain, Italy, Netherlands, Norway and Sweden, Peru, Portugal, Russia, Spain, Switzerland, United States of Columbia and Venezuela.

TONNAGE OF THE PORT OF SAVANNAH FROM SEPTEMBER 1, 1882, TO AUGUST 31, 1883.

INCLUSIVE:

	No.	Tonnage.	Men.
American vessels entered, - - - -	10	5,067	105
American vessels cleared, - - - -	29	11,640	260
Foreign vessels entered, - - - -	246	136,646	3,246
Foreign vessels cleared, - - - -	257	163,319	3,668
Total Foreign, - - - -	542	316,672	7,279
Coastwise Entrances, - - - -	384	498,642	13,491
Coastwise Clearances, - - - -	346	466,527	12,753
Total Coastwise, - - - -	730	965,169	26,244
Total Foreign, - - - -	542	316,672	7,279
Grand Total, - - - -	1,272	1,281,841	33,523

A large number of vessels arrive and depart coastwise that are not required by the customs regulations to enter or clear. The above statement only includes those vessels in the coastwise trade that actually entered and cleared at the Custom House.

SAVANNAH RAILROAD INTERESTS.

To the railroad interests of the city the year has been of the utmost importance, as it has marked throughout the country a period of remarkable prosperity to railroads in general. During almost the entire year the roads concentrating at this city have been taxed to their full capacity, and in some instances beyond their facilities, to perform the work. Both passengers and freights have greatly increased, especially the former, and it may be stated, without any exaggeration, that the railroads in which Savannah is interested have never before been in a more prosperous condition. Not only has there been more to do, but the physical condition of the property has been better than at any previous period. The past two years have witnessed remarkable development not only in the railroads that were then actually running into Savannah, but in those that in other Southern States had apparently no definite termini and formed merely a disjointed system of railways, each looking out for its own local interests. The great railroad manager of the age suddenly appeared in the field, and although he did not commence his work in this immediate section, his gigantic operations, whether in the North, West, the far West, or in Mexico, have all had a direct

bearing upon Savannah. The rapid manner in which he obtained control of road after road, and combined them into vast but harmonious co-operative systems, was suddenly followed in the South by several bold railway managers; and the product has been the combination of numerous short and weak roads into long and self-sustaining trunk-lines, reaching from the Lakes to the Gulf, from the Mississippi to the Atlantic. The establishment of these trunk lines has produced a wonderful activity in railroad circles, the benefits of which to the South in the purchase of new material, laying new and re-laying old tracks, securing a host of new locomotives and cars, and engaging thousands of additional employees, have been sustained by the competition natural between such strong and wealthy corporations to add new lines, new territory, and new trade to their resources.

GEORGIA CENTRAL RAILROAD.

The Georgia Central Railroad is the oldest of the great lines running into Savannah. It is 386 miles in length. The main line of this road runs to Macon, 192 miles, thence by the Atlanta division to Atlanta, a distance of 103 miles. From Milan a branch road is run to Augusta, 53 miles, and another branch from Gordon to Eatonton, 38 miles. Connections are made by the Georgia Central at Atlanta with all points in the North and Northwest, and this secures for Savannah a straight line to this rich country. This route lays open the finest and richest cotton regions of the State, and by its connections taps this wealthy cotton-growing district of Alabama and South Carolina. Savannah suffered long for the want of facilities of transportation, but when this great line was completed, her wants were supplied for a short time. But so pressing and powerful was the impetus of a mighty and growing trade that she was compelled to cry aloud for other avenues through which to receive and ship her growing commerce.

SAVANNAH, FLORIDA AND WESTERN RAILROAD.

This road is the great highway connecting Savannah with Florida, Southern and Southwestern Georgia, and Eastern Alabama. It extends to Bainbridge, on the Flint river, a distance of 237 miles. It connects at Albany by a branch road, 58 miles in length, with the central and southwestern system of roads, and at Live Oak with the Jacksonville, Pensacola and Mobile Railroad for middle Florida. Its most important branch line is the new Way Cross Short Line, recently completed to Jacksonville, 172 miles from Savannah. At Callahan, 150 miles from Savannah, it connects with the Florida Transit and Peninsular Railroad for Southern Florida and the Gulf of Mexico. At Jacksonville connection is made with the great artery of Florida commerce, the St. John's river, for all points reached by that magnificent stream.

This road is successor to the Savannah, Albany and Gulf, and Atlantic and Gulf Railroads. It is enabled—by the purchase of the franchises and privileges of those companies, which were compelled to succumb to adverse fortunes—to more than realize all the anticipations which suggested the original enterprise, and to secure to Savannah all the advantages which prompted its citizens to first lend their aid to the scheme of its construction.

The depot grounds of this road are in the southeastern portion of the city, fronting on Liberty and East Broad Streets, and contain over eighty acres of land, well situated for the purpose and affording ample room for the future requirements of the company. It is intended, at an early date, to erect a handsome and commodious passenger-depot on these grounds, which will prove an ornament to that part of the city and afford the accommodation the largely increasing business of the company requires.

The wharves of this company stretch along the lower river front to the distance of nearly a mile. Built upon the foundation of a former rice plantation, there has grown into existence a magnificent property, capable of answering the increased demands of commerce for many years to come. Here, for the year ending December 31, 1881, 31,000,000 feet of lumber and 146,000 barrels of naval stores were received, and 13,663 tons of commercial fertilizer were handled. The earth for filling in has been brought—in amount aggregating 250,000 cubic yards—from Bruton Hill, immediately in the rear, while the four quarters of the habitable globe have also contributed their quota in the discharge of ballast by foreign shipping. In this matter a wise forethought has kept the lead of the demands of business, and abundant facilities can yet be afforded as the exigencies of a prosperous trade will demand.

The equipment of the new company—consisting of powerful engines and hundreds of freight cars, together with its perfect roadway and elegant passenger coaches—is fully adequate to the necessities of its business, while, by construction and by purchase, it is continually adding to its stock, always in appliances of the latest and most improved character.

CHARLESTON AND SAVANNAH RAILROAD.

This road is a part of the plant system of roads, and extends from Savannah to Charleston, 115 miles. It is one of the finest equipped roads in the country. The entire road-bed is now laid with steel rails. The passenger coaches are exquisitely upholstered and finished throughout in a lavish and tasteful manner. Riding on railroads at best is a tiresome occupation, but a trip over this road is really a pleasure. The advantages of this road to Savannah are many. It opens up to the trade of Savannah a country never before tapped, and lays in her lap the commodities of that portion of the State through which it runs. It has a direct connection to the East via Yamessu.

STREET RAILROADS.

Of the various street railroads in Savannah it is not requisite here to speak. There are many of them, enough for the present demands of the city, and sufficient capital to build more when it is found necessary.

INCREASE OF RAILROADS IN GEORGIA.

In 1880 there were 2,197 miles of railroad in the State, and in 1882, 2,421 miles, an increase of 224 miles. These figures include only the main tracks. Since 1882 a number of miles have been added; so it is safe to say there are nearly 3,000 miles of railroad in the State. The various roads are as follows: Macon and Brunswick; Brunswick and Albany; South Carolina; Alabama

Great Southern; Columbus and Rome; Louisville and Wadley; Eatonton Branch; Roswell; Hartwell; Charlotte, Columbia and Augusta; Atlanta and West Point; East Tennessee, Virginia and Georgia; Lawrenceville; Elberton Air Line; Northeastern; Charleston and Savannah; Georgia Railroad and Banking Company; Georgia and Cincinnati Division E. T. Va. and Ga.; Savannah, Griffin and North Alabama; Central—Atlanta Division; Central Railroad and Banking Company; Perry Branch; Columbus and Western Railroad of Alabama; Upson County; Southwestern; Gainesville and Jefferson; Atlanta and Charlotte; Waycross and Florida; Junction Branch; Florida Branch; South Georgia and Florida; Talbotton; Port Royal and Augusta; Sandersville and Tennille; Savannah, Florida and Western; Marietta and North Georgia; Rome; Walton County; Cherokee; Georgia Pacific.

"The estimated value of their lands in 1882 was \$242,689, of their buildings \$455,113, of their aggregate values \$18,729,429."

And now, with this wide-spreading comprehensive system of transportation, together with our unsurpassed advantages of deep water navigation, to make tributary to our market the riches of the vast scope of country in which we are located, developing our own unrivaled resources, and distributing far and wide our products in manufactures and commerce, who can portray in word-picturing the grand and brilliant future in store for our beautiful city, or doubt that it is destined to rank prominent among the proud array of American cities whose towering strength makes them the marvel of the entire world?

BANKING FACILITIES OF SAVANNAH.

In the brief financial history of the United States, and even in the still briefer financial history of Savannah, many important events in the banking business have occurred. We have been blessed with very few good banking systems and cursed with very many bad ones, and while now the failure of a bank causes astonishment throughout the country, there have been times—those insecure days of the old "Wild Cat" system, for instance—when more astonishment was felt if a week passed without several failures.

It would go beyond the purposes of this work, however, to attempt a full record of the disasters and successes, the collapses, failures, stampedes, panics and what not of the past, relieved here and there by a recital of solid foundations laid and substantial superstructures maintained. In general we may say, that in point of number the banking institutions of Savannah will compare favorably with other great commercial centers; in soundness, and in the amount of business transacted on the capital invested, they hold high rank with any in the country; and any one at all observant would naturally be struck with the extent of the business of this city by merely noticing the amount of capital possessed and the prosperity of banking institutions—for the advance of business is probably more accurately demonstrated by the growth of the banking interest than by any other one standard that can be followed with equal precision.

Although there are a large number of private banks, brokerage firms and others having control of a large amount of aggregated capital, the leading banks

of Savannah are four in number, all in sound condition, and conducting safe and profitable business.

THE COMMERCE OF SAVANNAH.

This city may claim for itself that happy medium of climate—that *juste milieu* of temperature that quickens without enervating—that enjoys the creseive power of the tropical regions, without their noxious influence. Situated on the thirty-second parallel of the north latitude, and eighty-one degrees west from Greenwich, it enjoys a winter climate which for softness and genial comfort is unsurpassed, if not unequaled. Its proximity to the Atlantic brings it within the reach of the refreshing sea-breezes, which temper the fervors of a summer solstice with a renovating coolness.

Vessels of heavy draft are admitted without hindrance to her wharves. The water of the river at this point is still fresh and fit for alimentary purposes. That destructive marine insect so fatal to vessels in salt and brackish water, the *sea-worm* so called, is unknown in this river, and should it have gained a lodgment in the bottom of a vessel previous to her entrance into these waters, a very short time only is necessary for the fresh water to destroy them. At this point, also, ships take in their water at low tide for their voyage. The Savannah river is navigable for the most part of the year, for steamboats of moderate draught, to Augusta, two hundred and fifty miles above the city of Savannah.

Having demonstrated the many advantages, both natural and acquired, possessed by Savannah, as concerns geographical location, diversified and transportation facilities for conducting to a successful issue our trade, commerce and industries, let us briefly examine into the condition of the various lines of the several departments which constitute the whole of our business.

SAVANNAH AS A COTTON MARKET.

Up to the year 1882, Savannah ranked next to New Orleans as a cotton port. That place she has now lost. The receipts of Galveston for the season just closed were greater than those of Savannah. The increase of Galveston's receipts, however, are readily explained. The increase of the cotton production of Texas has been immense, and last year the increase was sufficient to give Galveston the second place. The cotton of Texas naturally goes to Galveston, and the increase of the receipts of that port, therefore, does not indicate that the legitimate business of other ports has been interfered with. It might be well, however, to inquire why it was that the receipts of Savannah last season did not increase in proportion to the increase of the crop. The chief reason was the pooling system, relative to freights, adopted by the railways which transport the cotton of this section. The system gave Norfolk a decided advantage. Cotton was carried to Norfolk and Newport News from Macon cheaper than it was brought here. The railways were, perhaps, not so much to blame for this discrimination against this port as the Legislature. The Legislature, by enactments, which hardly can be considered wise, prevented the railways whose interests are in this direction from chartering lines outside of the State, but gave railways outside of the State the privilege of chartering lines within the

State. The effect of these enactments has been extremely detrimental to our interests. Another thing that was against us was the understanding among the stevedores not to stow cotton compressed in the interior, and also the higher rates charged for compression. The result of this was to turn this cotton in the direction of Norfolk and other ports north of that point. These matters have been inquired into, however, and no doubt every effort will be made to correct them. Savannah has great natural advantages, and these of themselves will, it is hoped, overcome ordinary obstructions which may be placed in the way of her legitimate trade. The pooling system has naturally caused a falling off in the coastwise through freights from this port. Cotton that ought to come here for shipment North has, on account of this system, gone North by rail. It is also noticeable that there has been a falling off in our exports to England. This is due to the fact that our exporters have been trading direct with the mills on the continent. Formerly cotton used to reach these mills by way of England. Another reason why our foreign exports have fallen off somewhat is that buyers for the Northern mills are much more active than in former years. The cotton taken from this market last season for consumption in the New England mills and the mills in the South was greater in amount than in any previous season.

RECEIPTS OF COTTON AT THE PORT OF SAVANNAH FROM SEPT. 1, 1882, TO AUG. 31, 1883 :

	Upland.	Sea Island.
Per Central Railroad, - - - - -	649,255	
Per Savannah, Florida & Western Railway. - - -	133,935	10,389
Per Charleston & Savannah Railway, - - - - -	3,606	
Per Carts, - - - - -	3,181	166
Per Savannah River steamers, - - - - -	16,678	
Per Brunswick and Satilla steamers. - - - - -	4,884	59
Per Florida steamers, - - - - -	886	1,378
From Charleston, - - - - -	1,300	
From various sources, - - - - -	322	12
Total, - - - - -	814,047	12,004
Stock on hand September 1, 1882, - - - - -	5,331	66
	819,378	12,070

The following tabulated statement gives the total exports of cotton, foreign and coastwise, from the port of Savannah, from Sept. 1, 1882, to Sept. 1, 1883.

Coastwise.	Upland.	Sea Island.
Charleston, - - - - -	2,862	1,056
Baltimore, - - - - -	89,023	5,985
Philadelphia, - - - - -	17,487	12
New York, - - - - -	211,994	4,204
Boston, - - - - -	73,292	185
Total coastwise, - - - - -	394,658	11,442
Local mill consumption, - - - - -	2,100	

THE RICE TRADE.

The rice market for the past year has been anything but satisfactory, both to the producer and dealer, owing to the large quantities of Sandwich Island rice being allowed to come in free, and the reduction of duty on other foreign rices of $\frac{1}{4}$ c. per pound since July 1, which has given us a declining and unsatisfactory market.

The total yield of the crops of Carolina, Georgia and Louisiana for the past three years was as follows :

	1880-81. Bbls.	1881-82. Bbls.	1882-3. Bbls.
Carolina, - - - - -	112,162	78,000	86,000
Georgia, - - - - -	80,460	58,000	74,000
Louisiana, - - - - -	223,000	227,583	205,763

The bulk of last year's yield of rice has been distributed from first hands directly to the consumer.

In the Western, Northern, Northwestern and Middle States our facilities for shipping direct to the trade are equal and in many cases superior to New York and other formerly large distributing markets.

With free rice from the Sandwich Islands and $\frac{1}{4}$ c. reduction of duty on foreign whole rices, and with granulated or broken rice coming in at 20 per cent. instead of $2\frac{1}{4}$ c. per pound, and the large yield in Louisiana, we can but look for a low range of prices, which if our holders will meet and dispose of the crop as it comes to market will enable us to shut out foreign rices to a great extent, and to find a ready sale for all our production, whilst if the holders will not accept the prices, but store and hold, the foreign rices will come in again as they did this year, compelling the domestic to be sold at low prices with the additional changes for carrying, etc.

The following table will give the total shipments of rice from the port of Savannah for the year ending Sept. 1, 1883 :

	Bbls. Clean.	Bags Rough.
To Boston, - - - - -	5,667	
To New York, - - - - -	12,768	2,708
To Philadelphia, - - - - -	5,598	
To Baltimore, - - - - -	2,164	
Per Central Railroad to West and interior, - - - - -	8,470	3,666
Per S. F. & W. Ry. to West and interior, - - - - -	5,377	
To Providence, via Baltimore, - - - - -	324	
To Western cities, via Baltimore, - - - - -	10,423	
To Boston, via Baltimore, - - - - -	19	
To Liverpool, - - - - -	29	
	<hr/> 50,839	<hr/> 6,374

NAVAL STORES.

Concerning the Naval Store business in this city we quote the following from the *News* of Sept. 1, 1883, and we will take the occasion of saying that

the report published by the *News* is about the fairest and fullest report of the kind we have seen tabulated by any of the papers in the South. We have found it of great value in making out our report, and have not, nor shall we fail to make use of it whenever it suits our convenience, acknowledging here and now our obligations for the facts which it furnishes:

“In regard to our immediate receipts, we show a gratifying increase. We run up receipts of spirits turpentine from 77,059 casks to 116,127 casks, and of rosins from 309,834 barrels to 430,548 barrels—an increase of about 50 per cent. on spirits and about 40 per cent. on rosins, the difference in the rate of increase in the two articles being caused by the fact that spirits has been closely marketed, while some rosins are still in the country. Comparing our receipts with the other Southern ports, according to the appended table, which has been carefully made up from the best statistical sources, we ascertain that—

Savannah increases 50 per cent. on spirits and 40 per cent. on rosin.

Wilmington decreases 8 per cent. on spirits and 13 per cent. on rosin.

Charleston increases 9 per cent. on spirits and 14 per cent. on rosin.

Mobile increases 46 per cent. on spirits and 18 per cent. on rosin.

Brunswick increases 9 per cent. on spirits and 17 per cent. on rosin.

COMPARATIVE TABLE OF RECEIPTS FROM SEPTEMBER 1, 1882, TO SEPTEMBER 1, 1883.

	Spirits Turp.		Rosins.	
	1881-2.	1882-3.	1881-2.	1882-3.
Savannah, - - -	77,059	116,127	309,834	430,548
Wilmington, - - -	91,417	84,225	486,379	424,068
Charleston, - - -	65,461	71,230	264,645	301,618
Mobile, - - -	27,579	40,044	143,791	170,421
Brunswick, - - -	20,959	19,060	90,357	74,580
Total, - - -	282,172	330,686	1,295,006	1,401,235

The following table shows the increase in this branch of business since 1874, giving the receipts at Savannah for the years named:

	Spts. tupt.	Rosins.
1874-75, - - - - -	9,555	41,707
1875-76, - - - - -	15,521	59,792
1876-77, - - - - -	19,984	98,888
1877-78, - - - - -	31,138	177,104
1878-79, - - - - -	34,368	177,447
1879-80, - - - - -	46,321	231,421
1880-81, - - - - -	54,703	282,386
1881-82, - - - - -	77,059	309,834
1882-83, - - - - -	116,127	430,548
Total - - - - -	404,776	1,809,127

The following tabulated statement shows the Exports of Naval Stores from the port of Savannah for the year ending Sept. 1st, 1883 :

Coastwise.					Spirits.	Rosin.	Spirits.	Rosin.
New York,	-	-	-	-	23,063	107,705		
Boston,	-	-	-	-	9,792	35,319		
Philadelphia,	-	-	-	-	6,957	41,741		
Baltimore,	-	-	-	-	10,419	78,069		
							49,581	263,490
Interior towns,							1,561	2,906
							51,142	266,396
Foreign.								
London,	-	-	-	-	13,046	16,404		
Liverpool,	-	-	-	-	1,561	11,884		
Antwerp,	-	-	-	-	7,430	3,569		
Queenstown,	-	-	-	-	1,662			
Cronstadt,	-	-	-	-		18,975		
Barcelona,	-	-	-	-		7,041		
Trieste,	-	-	-	-		5,278		
Lisbon,	-	-	-	-	10	3,959		
Pernambuco,	-	-	-	-		2,558		
Glasgow,	-	-	-	-	2,090			
Aberdeen,	-	-	-	-	200	3,158		
Stettin,	-	-	-	-		8,213		
Goole,	-	-	-	-		8,419		
Cork,	-	-	-	-	7,487	2,650		
Rotterdam,	-	-	-	-	8,517	9,293		
Hull,	-	-	-	-	1,694			
Bristol,	-	-	-	-	6,971	9,895		
Hamburg,	-	-	-	-	4,950	16,895		
Gibraltar,	-	-	-	-		2,650		
Dantzic,	-	-	-	-		2,500		
Marseilles,	-	-	-	-		8,150		
Koningsberg,	-	-	-	-		2,200		
Riga,	-	-	-	-		3,339		
Malaga or Carthagen,	-	-	-	-		1,270		
Cadiz,	-	-	-	-		120		
Palma de Majorca,	-	-	-	-		61		
							55,618	148,481
Total,							106,760	414,877

THE LUMBER TRADE.

The lumber business has for many years been an important item in the history of Savannah's exports. In 1847 it had become a trade of very much importance, and employed at that early day two hundred vessels of all sizes to transport to almost every part of the habitable globe. The Yellow Pine of Georgia, *the pinus australis* of Michaud, is confessedly the most valuable, because the most durable and the most beautiful of all resinous woods for the

purpose of structure. It differs from the pine of the same name in North and South Carolina in many of its features; the most striking one is its grain, for so the various laminal or concentric circles that compose the tree are called. The grain of the Georgia pine is much closer and finer than that of either of the other States, and the resinous matter with which all pines abound is more firmly incorporated with the wood, and less easily extracted by water or climate. So long as this vital principle of the wood is retained, the wood itself, if free from sap, is incorruptible; but when from conspiring elementary causes this natural aliment is parted with (and this is soonest the case when the grain is coarse and the laminae far asunder), a space is left open to the alternations of air and moisture, and these are the sure harbingers of decay. The Georgia pine enters largely into the construction of vessels, and is considered *par excellant* for flooring purposes.

Apparently, all our lumber men are doing well. It is true that during the year a few of the smaller mills have been compelled to stop running, which was owing to the fact that all the timber had been cut down in the immediate vicinity, and, of course, the cost of putting supplies within easy reach would not warrant their running, because it costs as much to run a mill cutting 20,000 to 30,000 feet per day as one cutting 50,000 to 60,000 feet, requiring about the same amount of labor. The introduction of labor-saving machinery in the past few years has enabled the largest mills to run very cheaply, while at the same time they do a larger amount of work, thereby facilitating the filling of contracts much more readily as well as satisfactorily. Appended we give the shipments of lumber and timber for the year, both coastwise and foreign.

SHIPMENTS OF LUMBER AND TIMBER FOR THE YEAR ENDING AUGUST 31, 1883.

		Lumber.	Timber.
Coastwise, feet,	- - - - -	51,944,912	2,412,744
Foreign,	- - - - -	19,158,792	3,543,947
Total,	- - - - -	71,103,704	5,956,691

THE FERTILIZER TRADE.

The steady improvement in this branch of our trade is due to the fact that our merchants have been reaching out into other States, and competing with Northern establishments. Our merchants have succeeded in giving better terms to the planters of Tennessee and Texas than could the Northern dealer, and, as a consequence, our business has been materially increased. The trade during the past year amounted to about seventy thousand tons, valued at \$2,600,000. Appended are the shipments in pounds of commercial fertilizers by way of the different railroad and steamer lines from Savannah during the year. The statement includes all through shipments from other points in addition to the amount shipped by our merchants, and shows that the bulk of the trade is justly credited to the enterprise of Savannah factors.

EXPORTS OF GUANO FROM SEPT. 1, 1882, TO AUG. 31, 1883, INCLUSIVE.

	Pounds.
Per Central Railroad, - - - - -	124,168,507
Per Savannah, Florida and Western Railway, - - - - -	27,384,069
Per Charleston and Savannah Railway, - - - - -	1,850,000
Per Augusta River steamers, - - - - -	3,278,360
Per Florida and Satilla steamers, - - - - -	1,098,016
Coasters, - - - - -	221,000
Total, - - - - -	157,999,952

THE PROVISIONS TRADE.

The amount of trade during the past year in provisions has been quite large; in point of fact, has shown considerable increase, but in general results has not been as satisfactory as in former years, which was due to the gradual shrinkage of values prevailing throughout the summer, the falling off being fully one half, and, of course, jobbers were cut down to the very lowest margins. Consequently they report the business was not quite as remunerative as formerly, but there is a very bright future for the trade, as the opening of new railroad lines in Florida has opened up territory which this market has failed to cover, owing to the high rates of freight to particular points. It is to be hoped that our leading lines will offer every inducement to bring the trade to this point, as with low rates and ample shipping facilities our merchants will be enabled to shut out all competition. Of course, we have not felt any real competition as yet, but, as this state of affairs exists, and cannot be ignored, it is better that something be done to meet it, as it will not do to lose our present position as a provision market. In the years of famine or of plenty Savannah has steadily held the high position as the best market of supply to all who tried her. At all times were her merchants in position to supply anything in the provision line; at all times far-seeing and conservative in their views, courteous and straight in their dealings, they have reaped the reward due to their energy, and the provision trade of the city stands to-day a high monument of what men can do.

WOOL AND HIDES.

This branch of our commerce is gradually on the increase, and Savannah is fast becoming an important point for the handling of wool and hides from the interior. The following table shows the receipts and exports of hides and wool for the past year. These figures, however, do not include through shipments:

	RECEIPTS.	
	Wool.	Hides.
Savannah, Florida and Western Railroad, - - - - -	636,061	772,279
Central Railroad, - - - - -	1,101,780	854,560
Charleston and Savannah Railroad, - - - - -	7,500	3,500
Augusta steamers, - - - - -	9,650	6,400
Florida steamers, - - - - -	121,600	315,000
Wagons, - - - - -	32,000	46,000
Total, pounds, - - - - -	1,908,591	1,997,739

EXPORTS.

	Wool.	Hides.
New York, - - - - -	3,119	210
Baltimore, - - - - -	40	3,035
Boston, - - - - -	2,658	3,822
Total, bales, - - - - -	5,817	7,067

FRUITS AND VEGETABLES.

We now come to examine one of the most important branches of Savannah's trade. The business in foreign fruits, nuts, etc., is not so large in this city as one would wish to see it, mainly on account of the quarantine restrictions. There are, however, fine cargoes of fruits and nuts received at this port. The main business is done in Florida fruits and vegetables and those raised in our own immediate neighborhood. The whole country around Savannah is laid out in magnificent "truck" farms. The salubrity of the climate usually brings vegetation in the South, in this neighborhood, to perfection long before the snows have melted from the hills in the North. As a consequence the gardener in this vicinity is enabled to sell his crop at fancy prices in the North and West. We will here remark that there are good openings here for industrious gardeners in the North who will come and settle. Land is cheap, and the profits are large and certain.

Below we give the shipments of fruits and vegetables from the 1st of September, 1882, to 31st of August, 1883, inclusive:

WATERMELONS.

To New York, - - - - -	406,677
To Philadelphia, - - - - -	117,675
To Baltimore, - - - - -	61,100
To Boston, - - - - -	215,401
Total, - - - - -	800,853

ORANGES, LEMONS, ETC.

	Bbls.	Boxes.
To New York, - - - - -	1,679	132,642
To Philadelphia, - - - - -	350	17,591
To Boston, - - - - -	499	25,978
Per Southern Express Company through, - - - - -	-	65,490
Total, - - - - -	2,528	241,693

VEGETABLES.

	Bbls.	Pkgs.
To New York, - - - - -	27,167	158,962
To Philadelphia, - - - - -	9,127	42,811
To Boston, - - - - -	3,429	25,970
To Baltimore, - - - - -	-	77,446
Per Southern Express Company, - - - - -	14,467	101,041
Total, - - - - -	54,190	406,230

THE COFFEE TRADE.

Coffee is an article of importation in which Savannah is gradually making her way to the front rank. Whole cargoes come to this port, and from a very small beginning the business has grown until now the value of the business for the last year amounted to over \$200,000. Five firms are engaged in the importation of coffee direct.

THE SALT TRADE.

The article of salt is such a necessity that the wonder has often been expressed where does it all come from. Liverpool, Turks Island, and some of the wells situated principally in Ohio and West Virginia furnish the bulk of this article consumed in the United States, but the two former are dealt in more extensively by Savannah. The fact that gentlemen of undoubted probity and substantial resources have control of the salt market in Savannah should be an inducement to all buyers in the South and West to come to this city for their supplies. The facilities for importing are unequalled; salt can be brought as ballast in ships coming to this port from Liverpool for cotton, and we are surprised that more of it does not come in this way. During the past year there was brought to this market nearly 16,000,000 pounds of salt, valued at \$25,000.

HORSES AND MULES.

A feature of the trade of Savannah is the traffic in horses and mules. The very best mules raised in America are to be found in the sale-stables of this city; and horses of heavy draught, fed upon the blue grass of the Western States, and notoriously free from the imperfections and disorders to which horses are liable, are brought to Savannah in large numbers and in better condition than can be found elsewhere, save where they are raised. In fancy horses for road purposes the market does not pretend to compete with certain Northern cities, where the best breeds of trotters are raised, and where the demand is always great; but the market is always stocked with medium horses at fair prices, and the character of those engaged in the business is a guarantee to buyers that their representations are correct.

THE COAL TRADE.

Coal lies at the bottom of all successful manufactures, and as Savannah already has a number of manufacturing establishments now in operation, it would be strange indeed if there were not a number of firms engaged in the coal business. A large portion of the State is underlaid with a rich vein of coal which is almost at our very door, and with the cheap rates from the interior can be brought here and sold to ships. We make the prediction that the time is not far distant when all the steamships which come into this port will do their coaling while here.

THE OYSTER TRADE.

The varieties of oysters used in Savannah are numerous, and every one has his or her peculiar preference. There are "the Montgomerys," "the Isle of Hopes," "the Skidaways," "the White Bluffs," "the Daufuskie" and the

"Thunderbolts," all very nearly alike, but the connoisseur, in his cultivated taste, says they are as different in flavor as they are in name.

Over 500 gallons are brought into the city daily from all along the coast, Montgomery and Thunderbolt furnishing the largest bulk. These oysters are taken readily by the shippers—and are at once prepared for shipment. The shipments amount to an average of 400 gallons daily, and nearly every city and town in the State is supplied from this market, Macon and Atlanta being the heaviest purchasers.

The season proper is from 1st of September—the first month with the "r"—to the 1st of May, eight months. On an average of receiving 500 gallons daily for the eight months the receipts for the season would be 112,000 gallons, while the shipments would run up to 89,000. These figures do not include the heavy run of orders during the holidays, but are given as under rather than above the estimated total shipment. The home consumption will probably amount to 350 gallons daily, giving 78,400 gallons for the entire season of eight months. It will thus be seen that the oyster business is no small item in the trade of Savannah, but one which is assuming considerable prominence, and likely to grow into still larger proportions as the demand for the delicious and succulent bivalve increases.

THE JOBBING TRADE OF SAVANNAH.

In taking up this department of our labors, we propose demonstrating, so far as in our power lies, the vantage-ground Savannah occupies and the facilities she possesses for the conduct of a successful commerce, not only respecting those articles of manufactured goods turned out from her industrial establishments, but to include all goods imported from other markets, whether of domestic or foreign production. Our mammoth establishments for the sale of dry goods, groceries, hardware, queensware, drugs and all the articles that go to make up a general merchandise trade, contain immense stocks of every description, and are conducted by merchants of acknowledged probity, energy, intelligence and wealth—many of whom were engaged in business here previous to the war, while a host of new houses have sprung up, increasing competition and imparting renewed vigor to the sinews of trade which were impaired by the terrible convulsions of civic strife. They have thus confidently entered the lists of commercial rivalry with the merchants of the Eastern cities, having themselves perfected arrangements with the manufactories of the United States, France and Germany, gaining facilities thereby of utmost importance.

Formerly it was the custom of buying stocks only twice a year (Spring and Summer, and Fall and Winter), but this plan has been completely changed, and assortments are now kept up by making purchases oftener, say every month or two, and the conclusion is that "old goods" are rarely, if ever, on hand, and articles are not handled in the store six months, are kept cleaner and brighter and more attractive. If, then, the retailer who visits New York and the East cannot afford to go oftener than twice a year, he suffers loss by being "behind the fashion" if he does not go, and loses time and traveling expenses if he

does go. If he is an experienced merchant, he may perform the labor of selection without any serious detriment; but even then it is labor, and consumes all the difference in profit he would gain by purchasing in a nearer market. If he is inexperienced, he is likely to be led into the purchase of goods which will prove entirely unsalable, and the loss thereto incident may prove a serious drawback upon the success of a whole season's business. Hence it is obvious that a purchaser of a miscellaneous stock, including everything adapted to the wants of a rural town or city population in the country, must be, when in Savannah, as near the most desirable market as it is possible for him to get.

The only practical question for a retailer to consider, then, is, whether it is probable he can make his purchases in the Savannah market as cheaply as in any other. This we assert he can do, and we leave it to the consideration of those who study and appreciate commercial economy. To our own personal knowledge it has been already forcibly and eloquently demonstrated.

Is it not probable, then, that the merchants of Savannah, in view of their advantages, consignments from abroad seeking their shelves, with abundance of capital and good credit, can buy and sell on terms as favorable as any of their competitors?

There are a great many other local advantages that might be placed to the credit side of our account, but such as we have omitted here will be spoken of in detail in the following pages. Those we have considered, however, are entitled to the closest consideration of the country merchant.

THE WHOLESALE DRY GOODS AND NOTIONS TRADE.

The trade in dry goods, considered as a branch of commerce, is the most important of any now existing in this country. It controls a greater amount of capital, employs a larger number of persons, and contributes a greater value of commodities, than any other branch of mercantile pursuit. The wholesale dry goods and notions trade is for the most part confined to Congress Street, with one exception, one house being located on Bronghton Street.

In the dry goods line, perhaps more than in any other, energy and capacity decide the success of the business man, for it is a business requiring great judgment in the selection of stock as well as resolution in general management. To buy at the right time and the right classes of goods to suit the trade and in proper quantities, as well as to gather the custom to take the goods, require no ordinary class of ability. Commercial prosperity is largely due to the business men who have control of this interest, for they have shown a degree of ability and energy in building up the wholesale dry goods trade of this city surpassed nowhere in the country. The *News* in its annual review says of this trade:

"Our jobbing trade has a bright record for the past year; no failures, increase of territory yearly, a steady increase of sales, consequently increase of stocks and facilities of doing business. It to-day looks forward to the time when it will make Savannah the Southern market for dry goods and notions for the States of South Carolina, Georgia, Florida and Alabama. If push, capital, accommodation, stocks and prices to meet the wants of the trade mean anything, then it will be done in the near future."

WHOLESALE GROCERY TRADE.

The business of last year supasses all that preceded it in volume and extent. The comparative new industries throughout the country tributary to Savannah have helped to swell its already well-established and increasing commerce. Every orange grove in Florida, every turpentine farm, has added its quota of consumption. Many other factors in the field of enterprise have contributed to produce the result which makes Savannah the market for the retailers of Georgia, Florida, Alabama and lower South Carolina. Our wholesale grocery business is governed by capitalists and merchants of long experience, who supply themselves in largest quantities from original sources.

The through low rates of freight to Savannah by car load lots, with discounts for quantity, strengthened by purchases of large invoices and their corresponding discounts, give our wholesale grocers the opportunity of dividing the goods to retailers and country merchants at as low or lower figures than small or moderate quantities can be bought at any other competing point. The rapidity with which goods can reach the interior from Savannah obviates the necessity of laying in larger stocks than are wanted for immediate use, which is a very decided advantage to the retailer. It prevents the accumulation of old stock, which is a dead weight in business.

There are thirteen exclusively wholesale grocery establishments in Savannah. These thirteen firms do an annual business aggregating \$10,000,000.

WHOLESALE CLOTHING.

Ready-made clothing in Savannah, as well as in all large jobbing markets, occupies an important position among business pursuits. It has extended to all sections of the country, limiting the country merchant's sale of piece goods for men's and boys' wear, and compelling tailors, in some instances, to abandon their trade and embark in the business themselves, or seek other employment. The introduction of sewing machines, to this class of work, has greatly facilitated rapid and durable manufacture, and brought clothing down in price to a wonderful degree. Country merchants, who have been careful in the selections of sizes and styles, have found that the sale of clothing can be effected with less trouble than piece goods, and without the serious drawback of remnants—that there is less competition—that their daily receipts of cash are thereby increased, as well as other advantages. Indeed, so satisfactory and lucrative has this business proven, that, as an additional illustration of the tendency of the age to increased manufactured articles, mention may be made of shirt-making, and of those branches including gentlemen's and boys' underwear, which form important adjuncts to the business. Connected with this department, gents' furnishing goods, embracing neckwear, handkerchiefs, gloves, hosiery, etc., etc., come in for a large share of attention.

The Savannah market will favorably compare in this respect with any, in extensive and varied stocks, in quality, style, workmanship, "fit," reasonable price and fair dealing. Three firms in the city are wholesaling clothing, and there are quite a number of retail firms who are not averse to selling a bill to country merchants. The total business in clothing we estimate to be \$750,000.

WHOLESALE BOOTS AND SHOES.

Not less important than the wholesale clothing trade is that of boots and shoes, which has also had a wonderful growth in the last few years. Like the old, slow-coach method of making our wearing apparel by hand, the cobbler's bench, with its accompanying "kit," which not many years ago was an essential feature upon almost every plantation, as well as a fixture of every city, town or cross-road hamlet, has "had to go" the way of all old-time customs. The advance of progress, with its powerful equipment of labor-saving machinery, hesitates not to destroy ruthlessly the well-loved images of our earlier recollections. But regrets are soon dissipated by the blessings which flow from what—at the time—is looked upon as tantamount to vandalism. This is fully demonstrated in the fact that ninety per cent. of the boots and shoes now worn are factory-made, and as a result the world receives compensation in a multitude of ways, and to an extent that could never possibly have been hoped for from the ancient system. The manifold benefits derived by our city from this important branch of business may be conceived of from the immense annual sales made by the dealers of this city, footing up over \$1,000,000, and yearly being augmented by the expanding trade, which is reaching out in every direction through the country now tributary to us, and being added to by the further increase of transportation facilities.

WHOLESALE HATS AND CAPS.

In this line we have several wholesale establishments that carry full and complete stocks of goods, from which selections can be made to as good advantage as to quality and variety, as well as to prices, as at any other point in the South. Recognizing the fact that to secure custom and prosper in their business they must not be behind their rivals in the larger cities in any particular, our hat and cap merchants keep constantly on hand a full assortments of goods, which they sell at prices as favorable to the purchaser as any other Southern city can boast. Here every variety of gents' headwear may be had, from the fine silks and furs to the cheapest straws and every-day caps. The trade in this line is in an exceedingly prosperous condition, and the annual operations of the establishments engaged in it show that their growth is healthy as well as rapid. The sales in 1883 approximated about \$500,000.

WHOLESALE DRUGS, PAINTS, ETC.

Long before the wholesaling of goods in this line was ever thought of as a distinct business, or even considered in combination with any other branch in this city, the great houses of the East had already established themselves firmly, as they thought, in the trade of this whole region of country; so that for every dollar's worth of custom the houses of this city obtained they had to contend with giants already in the field. The same condition of affairs, however, held good in all branches of our wholesale trade, but the enterprise, vim, and determined efforts of our drug men have resulted in the most pronounced success, just as the outcome of the energies put in every other department has brought

prosperity to those so engaged. Those houses dealing in this line have by their skill as pharmacists and chemists, and their thorough knowledge of the wants of the people in the territory tributary to this city, succeeded in fully establishing themselves in the good estimation of their patrons, and building up a trade which will not in anywise suffer by comparison—relatively speaking—with the immense establishments of the large Eastern cities. Carrying nothing but the freshest and purest goods in the way of drugs, keeping every department in their line up to the highest standard, and with ample capital, their stocks are constantly enlarging, and their trade extending and growing heavier. The value of the business for last year was fully \$600,000.

THE WHOLESALE LIQUOR TRADE.

The liquor business is one to be found everywhere, go where we will, and notwithstanding it is one which bears the unenviable reputation in all quarters of the globe of being a destroyer of mankind—not without good reason it is true—and paradoxical although it may be, we find it not infrequently in advance of civilization, and *always* keeping abreast with the vanguard of progress. It is a source of undoubted wealth to all our cities, and contributes unquestioned strength and general prosperity to the commerce and industries of all communities. Candidly speaking, it is an evil, hydra-headed and more venomous than the tooth of any serpent that drags its cold and clammy folds over the bosom of this kindly earth, when abused by fallen manhood, and it is this maltreatment of an article, which evidently was not created for a baneful purpose, and which we know contains elements highly beneficial to the world at large, that has brought odium upon the name, and woes unnumbered upon the human race, individually and collectively.

Fortunately, however, for our city, the trade has always been in the hands of perfectly honorable business men, and being not less enterprising and public-spirited than they are upright in character and dealings, they have succeeded in establishing an exceptionally high reputation for their business throughout the entire country tributary to the trade of this city. The stocks kept here equal those to be found in any city of the country in quality, both in the imported and domestic goods, and they also compare favorably in extent, while the assortment is full and complete in all the various brands of wines, brandies and liquors. The high standard of goods has made this point a wholesale centre for the trade, quite extensive in proportions, and highly profitable to those engaged in it.

WHOLESALE HARDWARE, ETC.

This department of trade embraces hardware, heavy iron, steel, hollow-ware, tinware, etc., etc.; and very properly deserves a prominent place among the pioneer jobbing lines of the city, having been among the first to take the field against older and established points. However, it has advanced with steady strides, and is now one of the solid interests of the city. Experience has fully demonstrated the fact that it can not only be carried on here with success in the face of all competition, but that it is one of the most prosperous and

profitable lines of trade we have. Notwithstanding the formidable proportions the trade has already reached, there is abundance of room for a large increase of the business. Indeed, no point in the country offers better inducements than this as a centre of the hardware business. In 1883 the total sales amounted to not less than \$1,500,000, and very possibly the actual total exceeds those figures. One thing is assured, beyond all question of doubt, that the future of the trade here is of the most promising character, and must reach that high degree of prominence which the grand facilities of the locality will fully sustain and which the entire country tributary to our market demands.

WHOLESALE CROCKERY, ETC.

This department of our wholesale trade is represented by establishments carrying every variety of goods in their line, from the most costly articles of *virtu* to the plainest pieces of kitchen-ware. These houses keep up with the general progress of the business both as to the quality and quantity of their stocks, and all the latest designs in table-ware, etc., are kept on hand. It is a business requiring thorough training for its management, and unless one has this, and understands perfectly all the details of the trade, it is impossible for him to carry it on without disaster. That our dealers in china, glassware, crockery, and the sundry other wares embraced in this line of trade, possess every necessary qualification for successfully and satisfactorily conducting the business is conclusively demonstrated by the eminent degree of prosperity they have enjoyed in the past, and the rapid augmentation of trade making it still more important each succeeding year.

MUSIC AND MUSICAL INSTRUMENTS.

Savannah has two houses engaged in the sale of music and musical instruments. Stocks are not only extensive, but represent the best quality of goods; rare collections of sheet music adapted to all manner of instruments, with immense stocks of pianos, organs, melodeons, violins, flutes, guitars, banjos, accordeons; German-silver, brass and field band instruments; strings; musical goods of every variety, from a reed fife to the most elaborately finished and finely-cased rosewood piano, representing all of the most popular and celebrated manufactories in Europe and America, and brought to this city in all forms—grand, square and upright, bichord and semi-grand, bondoir and cottage grand. The importation of the best class of German and French instruments is largely on the increase. The trade in this business will amount to nearly \$600,000 annually.

BOOKS AND STATIONERY.

The character and standing of those houses engaged in this trade is well and favorably known throughout this section, and their enterprise and liberality to the trade has kept abreast of our great advancement. The business is in a healthy condition, and dealers report a large per cent of gain last year over previous years.

JEWELRY, WATCHES, SILVERWARE, ETC.

In this branch Savannah is ahead of her neighboring cities. Some of our houses are mammoth concerns and carry extensive stocks of the finer qualities of goods, and all the different styles of jewelry known to the trade are manufactured or imported, and our jewelers have been quite successful in meeting popular taste in a business that is excessively variable in this regard. The various precious stones, of which large and costly stocks are always on hand, are set in Savannah with an elegance and finish that cannot be surpassed. Watches of all kinds, both of American and foreign manufacture, from the most expensive to the least costly, are sold by the trade as low as can be obtained from the manufacturer.

MISCELLANEOUS.

In addition to the leading lines of the wholesale business which we have briefly alluded to, there are of course a large number of other branches, such as are always to be found clustered at a large wholesale centre, which contribute largely to the general prominence and financial prosperity of the community, and its commerce and industries.

But while we cheerfully accord to these varied lines of our commerce the meed of praise they so justly deserve for their generous contribution to the wealth of the city by their vast sales, annually aggregating millions of dollars, we have not the space to take them up separately and seriatim, giving to each the extended notice its intrinsic value so richly merits. Suffice it to say, that they all are in an exceedingly prosperous condition, and that they are extending their trade in every direction with great enterprise and commendable energy.

In conclusion, it can be said with truth and pride that, as a wholesale point for the establishment of any branch of commerce, no city in this country can boast advantages superior to those centred in this particular portion of the Sunny South, and which are steadily building up—making broad, firm and solid the financial integrity, honor, wealth and enduring greatness of the Forest City of the South.

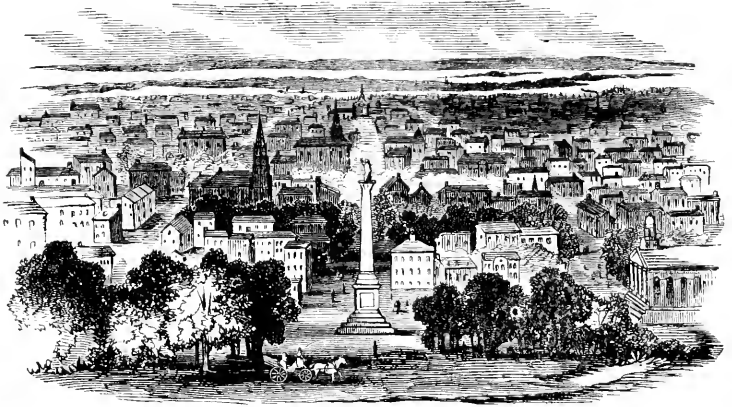
THE RETAIL TRADE OF SAVANNAH.

It is not expected that a detailed statement could be made of the retail trade here in its various departments. Such a paper, fully elaborated, would by far too greatly transcend the limits not already occupied in this work, delay its appearance, and demand a personal sacrifice of time and means which cannot now be entertained. Our patrons and readers will be content, we are certain, with a general outline of it, as furnishing an indication as to its extent and importance.

The benefits of a healthy and progressive retail trade to a city are not easily summed up or disposed of in a few words. It not only supplies the city and country demand, but the inducements which it offers bring hither thousands upon thousands of dollars from all portions of the surrounding country tributary to this market, by means of convenient railroads and river communica-

tion. Every species of goods, from the plain and common to the most superb and costly articles, are to be obtained here at prices which are the same as Eastern retail figures, and we believe every article in general use can be found. The retail merchants of this city are, as a body, men of intelligence and business qualifications, and constitute an element in our midst which adds much to the vigor, prosperity and growth of our city.

Their establishments are scattered over every quarter; in the business centres and in the suburbs, everywhere a group of dwellings may be found, where some enterprising retailer has set up his sign as a landmark of the extending frontiers of civilization, and while driving a good business for himself, is adding something to the grand aggregate of bustle and importance of the city. Although there are a great many of these houses, keeping miscel-



laneous stocks, yet we feel confident the following figures will approximate the true number, and for the most part those that have not been mentioned before. Altogether there are about 40 firms retailing dry goods; boots and shoes, 50; clothing and furnishing goods, 29; drugs, 29; cigars and tobacco, 25; groceries, 237; saloons, 111; bakers, 24; butchers, 47; barbers, 53; commission merchants, 85; besides a numerous array of miscellaneous houses, so varied that it would be an herculean task to give a clear idea of their pursuits. After having made a careful summary, we are able to place the retail establishments, all branches included, at not less than *one thousand one hundred and eighty-four*. We hardly feel like attempting an estimate of their business, for anything short of a complete census would be incomplete, for the man has yet to be born, and besides be vouchsafed prying qualities and inquisitiveness supernatural, to enable him to form any correct idea of trades whose large dealers have a horror of tax-gatherers, and small dealers a penchant for making their business appear as large as possible, and oftentimes swelling their volume beyond such reason that even a newspaper reporter would be put to blush; and yet for the sake of a little mathematical calculation, even if we cut down the receipts of the houses to \$50 per day each for 300 days of the year, we have an annual miscellaneous retail trade of more than *seventeen millions of dollars*.

MANUFACTURES AND MANUFACTURING ADVANTAGES OF SAVANNAH.

It is an axiom none the less true because trite, that no city has been or can become permanently prosperous without manufactures. A prosperity based exclusively upon a commercial business must necessarily be ephemeral. A city which, for instance, depends upon any one or more of the great agricultural staples for support, business and growth, is liable to become paralyzed in her energies and interests, not only by failure in the production of such staples, but by their diversion to other points whose eligibility gives them the advantage and preference as markets. Such, also, are the fluctuations in prices of articles of produce that no certainty of successful operation can be relied upon; and when uncertain, feverish and exciting speculation underlies the business of any community or city, there is no guarantee of permanent and stable prosperity; whereas, where *manufacturing* is carried on successfully there is a steady, healthful and substantial growth. These facts, then, however unwelcome they may be to strictly commercial men, prompt us to the consideration of an eminently favorable MANUFACTURING POINT.

The term manufacture, in its derivative sense, signifies making by hand. Its modern acceptance, however, is directly the reverse of its original meaning; and it is now applied more particularly to that class of products which are made extensively by machinery, without much aid from manual labor. The word, therefore, is an exceedingly flexible one, and as political economists disagree in opinion as to whether millers and bakers are properly manufacturers, we shall, if need be, take advantage of the uncertainty, and consider as manufacturers what strictly may belong to other classifications of productive industry. The end of every manufacture is to increase the utility of objects by modifying their external forms or changing their internal constitution, and that the labors of both millers and bakers effect these things stands undisputed. Political economists also divide the essential requisites of production into two parts, viz.: Labor and appropriate natural objects. But when applied to manufacturing industry, "success," they say, "depends upon a variety or rather combination of circumstances, partly *moral* and partly *physical*." Foremost among the former are freedom of industry and security of property. Happily for us that our Republican form of Government not only protects, but fosters and encourages industry, while true Republican principles make its faithful pursuit the "open sesame" to the enjoyment of its manifold benefits; and property is adequately protected by governmental and legislative action wherever honesty is the ruling policy.

Another moral cause contributing and, in fact, essential to eminence in manufacturing industry, is the general diffusion of intelligence among the people. By intelligence in this connection we do not mean merely the understanding necessary to enable an individual to become the maker or the master of a machine, for capacity to contrive and invent seems a part of the original constitution of man, but simply the exercise of his faculties in the application of practical improvements upon successful enterprise in invention of mechanical

labor, and the approbation and rewards bestowed thereupon. The eminent positions at present occupied by the New England and other manufacturing States are due rather to their sound, intelligent and practical philosophy than to any physical advantages or original intellectual superiority.

As ingenious mechanics and rapid workmen the Anglo-Americans have no superiors. As skillful workmen in departments for which they have been specially educated, the English are celebrated. Regular and habitual energy in labor, however, is a characteristic of both. They have no life but in their work—no enjoyment but in the shop. What other races consider amusement, is no amusement to them. But in England and America there is a marked difference between the quality of the labor that can be obtained in the country and in the towns. In fact, in or near large cities only can labor of the first quality be obtained.

“As iron sharpeneth iron, so a man sharpeneth the countenance of his friend; and away from the centers of population and competition the face loseth its sharpness and the hand its cunning.” Cities are in nothing more remarkable than in their attractive, magnetic influence upon talent of every description.

“The man who desires to employ his pen,” observes Carey, “and who possesses only the ability to conduct a country newspaper, removes to the interior, while the man of talent leaves his country paper to take charge of one in the city. The dauber of portraits leaves the city to travel the country in search of employment, while the painter removes to New York or London.”

Superior mechanics and dexterous workmen manifest a similar preference for cities and an abhorrence for isolation; hence, if for no other reason, extensive mechanical or manufacturing operations must be conducted at a great disadvantage in isolated localities. Passing to the consideration of the *physical* causes of eminence in manufacturing industry, we remark: They are more obvious than the moral causes, but not more important. To produce manufactured goods of a given quality with the least expense being the great desideratum, it follows that whatever contributes to economy in production, whatever saves labor, or transportation, or raw material, cannot safely be overlooked or despised. But to investigate carefully all the circumstances that have an influence upon economical production would require a considerable volume, and be foreign to our main inquiry. The physical advantages which have contributed to England's eminence in manufactures, and which, we think, would apply as well to our country, are epitomized by the *Edinburgh Review* in the following summary: Possession of surplus of the raw material used in manufacturing; the command of the natural means and agents best fitted to produce power; the position of the country as respects others, and the nature of the soil and climate. “As respects the first of these circumstances,” says the writer, “every one who reflects on the nature, value and importance of our manufactures of wool, of the useful metals—such as iron, lead, tin, copper—and of leather, flax, and so forth, must at once admit that our success in them has been materially promoted by our having abundant supplies of the raw material. It is of less consequence whence the material of a manufacture possessing great value in small bulk is derived,

whether it be furnished from native sources, or imported from abroad, though, even in that case, the advantage of possessing an internal supply, of which it is impossible to be deprived by the jealousy or hostility of foreigners, must not be overlooked. But no nation can make any considerable progress in the manufacture of bulky and heavy articles, the conveyance of which to a distance unavoidably occasions a large expense, unless she has supplies of the raw material within herself. Our superiority in manufactures depends more at this moment on our superior machines than on anything else; and had we been obliged to import the iron, brass and steel, of which they were principally made, it is exceedingly doubtful whether we should have succeeded in bringing them to anything like the present pitch of improvement."

"But of all the physical circumstances that have contributed to our wonderful progress in manufacturing industry, none has had nearly so much influence as our possession of the most valuable coal mines. These have conferred advantages on us not enjoyed in an equal degree by any other people. Even though we had possessed the most abundant supply of the ores of iron and other useful metals, they would have been of little or no use, but for our own almost inexhaustible coal mines."

Water power was for a long time considered cheaper, especially for small manufacturing establishments, than steam power, but eminent engineers have carefully investigated the subject, and are of opinion that in any position where coal can be had "at ten cents per bushel," steam is as cheap as water power at its minimum cost. Steam, therefore, until superseded by some more effective agent, will be the power principally relied upon to propel machinery, and as wood for the generation of steam upon an extensive scale is out of the question, we may safely conclude that at no very distant day the center of our manufactures will certainly be in or near a district possessing inexhaustible supplies of cheap coal.

While we concede that coal is a more useful agent in manufactures, still it is equally essential that the supplies of raw material be near at hand, and we assert that it is cheaper to transport the coal to Savannah, even from Pennsylvania, and there is plenty of it nearer, than to send the raw cotton to New England to be made up. And so it is, despite the pre-eminence of New England, her glory is destined soon to be overshadowed, for the sceptre will, ere long, depart from Judah and fall into the hands of the cities of the South, for the virtues which make a great people are indigenous to our soil, and will animate and ennoble our population, whenever our capitalists and ingenious men have given its great physical advantages the fulfillment of this "manifest destiny."

With regard to the third point, viz.: favorable situation as respects commerce with other countries, its importance is second only to that which we have just considered. It is in the nature of manufactures to be regardful of its markets, and to supply with cash the demands of these, as well as to obtain the raw material on easy terms. Therefore it is highly important that there should be a complete communication with all parts of the adjacent country by rail or river, and establish commerce, or facilities of commerce, therewith.

A suitable climate is also a consideration of very great importance. The influence of climate upon the productiveness of industry, especially in manufactures is very marked. In very cold climates the powers of nature are benumbed, and the difficulty of preserving life overrides all consideration for making existence comfortable. Climate has also a direct influence upon the durability of buildings, the workings of machinery, etc., and thus becomes an element of important consideration in many kinds of manufactures. Most writers on the subject insist that the soil of a country or district well adapted to manufactures need be naturally very fertile, for when the soil is naturally so rich that agriculture is an easy art, it will not afford sustenance to many kinds of manufactures. This, to us, seems a mistaken idea; for it is reasonable to suppose that the cost of transportation to and from manufactories, outside, and we might say far removed from, the districts abounding in raw materials that enter largely into manufactures, could be obviated by the erection of similar manufactories nearer to hand.

Let us now pass to examine the claims of Savannah to the position of a manufacturing center. While we do not claim that this city has all the requisites for a general manufacturing city, we do claim that for certain articles of manufactured goods we possess all the advantages necessary for the successful prosecution of such business. The centers of wealth, population and intelligence in the South are not numerous. Communities abounding in iron are few, but we have the raw material, the cotton, the wood, the timber.

Our numerous streams roaring seaward as they go by fields white with the snow of Southern summers, have been long calling to us in vain to allow them to join in the universal anthem of social industry. As yet in Savannah there is not one factory in operation, although we have the raw material at hand to save us from buyer's and banker's commissions, freight, warehousage, cartage, sampling, classing, marine and fire insurance, beside pilfering in various ways. The advantage in our favor in this way cannot be estimated at less than 15 per cent., which implies an annual loss to the people of the State of between two and three million dollars. The profits of well conducted Southern factories are so certain and so great that the conversion by us of every pound of cotton into fabric is a mere question of time. The supply is, or could be, almost infinite; and that the demand for cotton fabrics in the same ratio, grown within sight, as it were, of the factory walls, would cost the manufacturer much less than it does his Eastern rival, even at its minimum value at the mills of the latter. The wool of Georgia is unsurpassed; flax, hemp and tobacco yield the best of crops. Nearly all of the cereals of the United States grow in Georgia. Almost all of the valuable varieties of forest trees grow in abundance in a close proximity, and are of easy access by rail or river. In fact, the view is propitious for the manufacturer and for the establishment of manufactures from every stand-point. The motives of freedom, the fertility of soil, salubrity of climate, facilities for commerce and manufactures, and ease of railroad and water transportation, are the natural advantages which invite the capitalist, the tradesman and the manufacturer of every clime and nationality to a home in our midst, to co-operate in the development

of its measureless resources, and to an enriching participation in its prosperity.

We will now proceed to enumerate some of the principal manufacturing industries of Savannah.

RICE MILLS.

The rice mills of Savannah are among the most important industrial concerns in the city. They confine their operations more especially to domestic crops, which are now consumed almost entirely in the United States, but it has been found that the supply invariably falls below the needs of the country. Although New Orleans leads all other cities in Georgia in this business, the mills are all kept busy when the crop is full. We have four such mills.

FLOUR MILLS.

A few years ago the idea of establishing a flouring mill at Savannah was hooted at as an absurd innovation. Exchanges in rival cities ridiculed the temerity of the venturesome miller who would dare erect his smoke stack so far away from the grain supply. But the attempt was made, and the venture to-day is far beyond the experimental stage. A mill is now in successful operation in this city with all the modern improvements.

In addition to this we have several grist mills doing a large business.

CIGAR AND TOBACCO MANUFACTORIES.

Savannah has twelve establishments for the manufacture of fine cigars and tobacco. Situated nearer to Cuba and other West India points noted for the production of the best tobacco in the world for cigar manufacturing, the facilities here for obtaining the very best quality in the raw material is unsurpassed, if equalled, in the State. Thus located, Savannah commands a large portion of this trade, and is one of the best distributing markets in the country. The commission and jobbing trade, with heavy capital, is enabled to carry large stocks, and, with the forwarding facilities of rail and water, gives us superior advantages over other cities not so favorably situated.

BOOT AND SHOE MANUFACTORIES.

This branch of manufacture is carried on by a host of small concerns. The quality of the work turned out is the best that can be found in any city in the South, and the prices are always reasonable.

BREAD AND CRACKER MANUFACTORIES.

The increased manufacture of bread, biscuit and cracker goods in Savannah within the past few years has far exceeded the most sanguine hopes of those engaged in the business. Although there are, according to the City Directory, no less than twenty-three small bakeries scattered here and there throughout the city, and supplying, for the most part, the demands of families, yet our data refers alone to those whose business is sufficiently large to enable us to classify them as wholesale manufacturers. Of these there are two extensive firms. The sales of these houses will aggregate, in round numbers, \$500,000.

SAW AND PLANING MILLS.

In our remarks on the resources in another part of our work we dwelt considerably on the superior quality of the Georgia pine. As a matter of course there are a number of firms in this city who handle and prepare timber for the market. All of these firms are making money, and there is room for as many more. The truth of this assertion can readily be acknowledged when we state that there are thousands of acres of rich timber land about us, as yet untouched, which can be drawn on in the grander conquests of that near and swift approaching future. The supply is unlimited, the demand great, transportation facilities are unexcelled, and all we want is capital to develop the grand timber resources of ours.

Here we have two barrel manufacturers doing a large and prosperous business.

Here we have a host of blacksmiths, all adding their might to the industrial prosperity of Savannah.

Here we have five blank book manufacturers, and the work turned out is equal to that done in New York. Our merchants do not have to send abroad for their blank books.

Here we have boiler makers and brass founders, brick manufacturers and awning and sail makers, doing a good business.

Here we have carriage and buggy manufactures, and wagon, cart and barrow makers. The quality of the work turned out is equal to that done in any other city.

We have three iron foundries in Savannah, large concerns, which would be a credit to large Eastern or Western cities. These concerns give employment to a number of men, and pay good wages.

Here we have two companies manufacturing gas. Competition in this line works cheap gas, and the consumer gets all the benefits.

We have furniture manufactories in Savannah; also their accompaniment, upholsterers. We have the wood to support a dozen large furniture manufactories. Let some capitalist "stick a pin" here.

Here we have harness and saddle makers and horse-shoers, gunsmiths and locksmiths, all in successful operation, and in line to swell the grand aggregate of Savannah's manufactures.

Here we have machine shops and marble works, milliners, mattress makers; millers, grist, flour and rice.

We have establishments engaged in making sash, doors and blinds, and they pay special attention also to fancy scroll work and turning. The quality of their products is fully up to the standard established in other cities, and they offer as great inducements to customers as can be obtained anywhere in America. Dwellings, offices, churches and public buildings are fitted by the trade in a style of taste and elegance unsurpassed elsewhere, and which has commanded the admiration of parties from abroad. As large as the demand is for home consumption, it by no means disposes of the material turned out by these establish-

ments, and large quantities of sash, window blinds and general finishings for buildings, are shipped to other points.

Here we have firms engaged in ship and boat building, with yards for the construction and repair of sea-going vessels and steamboats.

CONCLUSION OF MANUFACTURES.

In the brief space we had, we have noticed hurriedly a few of the leading lines of the manufactures of Savannah, but it must not be inferred that they constitute all, or even a principal part of our manufacturing industries. We have a vast variety of manufactures, great and small, that want of space has prevented us from mentioning specially, and it is a significant fact that in this great and important department of business there has not been a failure of any considerable magnitude in the entire history of the city. This, of itself, speaks an eloquence for the manufacturing advantages of Savannah more effective than any voice can command, or any pen can indite. Looking at the situation and surroundings of this city, considering its manufacturing advantages in the light of the great laws of industrial economy, no less than as experience in all, or nearly all the leading lines of mechanical production has shown them to be, we are profoundly impressed with the conviction that Savannah is to become a manufacturing city.

REAL ESTATE INTERESTS IN SAVANNAH.

Concerning the real estate interests of this city, we take the following from the *News*, of September 1st, 1883:

The condition of the real estate market in this city during the year under review has been one of steady increase in values. All classes of real property have advanced in value, and the prices of to-day as compared with those of a year ago will show an average advance of from 25 to 50 per cent. Some classes of property—notably vacant lots in the older portions of the city and in the extreme southern suburbs—show a much larger percentage of enhancement by several fold than this, but the rate given is intended to represent an extremely conservative view of the average increase on all kinds of real estate in the city. In fancy pieces, such as desirable business stands or private residences, the price obtainable is limited by the ability of buyers to pay, as very full prices are easily obtained for all such as are put upon the market. The year opened with a very general expectation of a much better business in other branches than was realized, and it became apparent very early in the year that there would be some disappointment in this particular, hence buyers were a little more wary about purchasing real estate than they otherwise would have been, and what the public has been pleased to call “a boom” did not assume the proportions it would have but for this excess of caution. This has acted as some check upon swelling the volume of transactions, which, though largely in excess of any two years since 1876, were curtailed by the causes just referred to. Notwithstanding this condition of affairs, all the elements for a greater advance of values existed, and during the last half of the year, as our people have been able to determine the

results of the year's business, large investments have been made in real property in the city and county.

The heaviest demand for property, however, has not been from the capitalists and speculators, but from persons desiring homes or places of business for their own occupancy. Never, perhaps, in the history of our city have our people been so thoroughly possessed with the determination to own their own homes. This idea seems to have become incorporated in the warp and woof of every man's life, and to be the object of his exertions in business. This is not confined to one class of our citizens, but comprehends and permeates all classes and conditions. The demand covers every class of property, from the most palatial residence and handsomest store in our city to the humblest and cheapest home known to the business. Our merchants and professional men who have long since owned comfortable, staid residences, and whose prosperity now warrants something different, are purchasing more modern sites or buildings farther south, and by building and remodeling, securing for themselves residences more in keeping with their increased means and the advanced idea of comfort and elegance of the present day. The man of more moderate means who has heretofore rented is straining every nerve to own his own home and rent no more.

There are good reasons for the present condition of real estate matters in our city, and equally good ones for their continuance and improvement. Savannah was just recovering in a measure from the general prostration which followed the panic of 1873 when we were visited by the terrible epidemic of 1876. The damaging effects of this set-back were greater and more lasting than anything, except the war, that had ever occurred in our history. Not only were our energies paralyzed for a season, but worse still, public confidence was shaken as to the safety of our location for business purposes and for the investment of capital. The wonderful commercial strides made since by our city, its great recuperative energies manifested in every department of business, together with the determination evidenced by the authorities to prevent such a recurrence if possible, have all conspired to reinstate our locality in the confidence of the public. That this has been done is proven by the number of people who have (so to put it) taken permanent root here, and are investing their means in homes and business locations. If no other reason existed for the strength of real estate, this one fact should be sufficient to satisfy reasonable minds that we are only *recovering* lost ground. Nor have we yet regained what we have lost. It is a matter of fact known to real estate men and lawyers, who handle old deeds, that the prices obtained in the present day for property are in most cases less than the consideration named in deeds made from ten to thirty years ago.

Real estate has been entirely neglected for some years by investors, and in the mad rush for wild-cat speculative stocks and bonds which has characterized the history of the last two years, the staid old investment of real estate has been left for a soberer period, when the excitement of speculation had spent itself. That time is now upon us, and the panic which some of our wiseacres see dimly (!) in the distance is but the bursting of some of the bubbles of their own inflation, and cannot from the very nature of its evanescent character be widespread

or general in its effects. Even over *guaranteed* stocks and bonds—all of which are now at a high rate of premium—does real estate possess positive advantages. The permanent character of it as an investment, the appreciation in value which it must experience in a growing country, the better rate of net interest it pays, all recommend real property over personal. The fact that it is not subject to such violent and frequent fluctuations, and is beyond the control of directors and syndicates having power to reduce its value to a minimum price without let or hindrance, is a powerful factor for inducing men to leave the uncertain ways of incorporated stocks in favor of this class of property.

Another reason for an advance in the price of property in this locality is found in the advance in rents during the past few years. This advance was a healthy one, predicated upon the law of supply and demand, and made necessary by the reduction which had taken place after the epidemic as a result of that calamity. Rents have never recovered that lost ground, but the advance that has been going on for some years, and which will continue, has forced upon thinking men the fact that it would pay them to be their own landlords; hence the demand, before referred to, which has sprung up for houses for the multitude to live in. We are all forced to study economy in some measure, and the item of house rent is the first to receive attention at the hands of most men. The conclusion is then easily reached that it is an economic measure to save the *profits* realized by the owner of the house. The desire follows to be your own landlord, and the realization is made possible through the poor man's helper, the loan association. These institutions have been of incalculable benefit to Savannah. The results of their work is the building up of all that part of the city south of Gaston street from east to west. Many a man in our midst owns his home, who but for their assistance would now be a hewer of wood and drawer of water, paying out the larger part of his monthly earnings for a shelter for his family and barely eking out an existence. These associations have been of great help to men of larger means who could afford to pay a considerable sum out per month in order to secure a comfortable home, but who could not afford to jeopardize their business by taking out the amount necessary to build a home from their own capital. Again have these associations been useful in assisting men to accumulate wealth in the matter of purchasing or building that class of houses which very nearly or entirely pay their own way through the loan associations, and at its termination leave them possessed of the property clear. In this way have some of our citizens amassed wealth and added materially to the taxable property of the city. In these ways, and in others, have loan associations become important factors in building up our city, and in increasing the demand for real estate by simplifying the attaining of it.

In specifying the reasons for the present and a continued advance in real estate (and of rents), we should not lose sight of the gradual yet certain increase of population which is continually going on. Our people are wondering why it is that with the large number of houses that have been and are still being built that there are no houses for rent, and that greater difficulty is experienced each year in getting houses. Our population has quietly yet surely increased,

showing from 5,000 to 8,000 additional souls in the last few years; yet because our old foggy citizens did not see them all come in at one time they cannot admit their presence, and expect them to live in the same houses that 35,000 used to live in. This increase must continue, for despite what rivals may say of our community it *is* a pleasant place to live in. Our people are hospitable and sociable to the extent that active business will admit. A living is as easily made here as in any place in the country if men are willing to work for it. Labor of every kind is better remunerated and more generally respected and protected than in the North, and as well, if not better, than in most places in the South. Our climate is pleasant and *healthy*, which latter fact is proven by the mortuary reports of our city, which are open to the world for inspection. Reasons might be multiplied which render Savannah a pleasant and profitable place in which to live and rear a family, but to say more on this subject would be too great a digression.

In the consideration of the subject of real estate in Savannah, sufficient prominence has not been given to our improved condition as a community, as one of the elements of strength in the market. The financial solidity for which Savannah has always been noted is greater and more stable to-day than it ever was. While we have fewer millionaires than some communities further North, yet we are in a better condition, because the wealth of the town is more evenly distributed, and there are a great number of persons possessing moderate means and fewer extremely wealthy. This increase of wealth by slow accumulations gives us a population with a vast purchasing ability. The tax digest unfortunately is not the means of acquiring this information. But daily operations on the street will prove it, as will the presentation of any scheme which promises safe returns and good management call forth ample and liberal responses of capital. Savannah is rich in her resources of capital, and the best informed upon the subject know that the custodians of it are not to be found only in the recognized marts of the city, but frequently in unpretentious corners.

Real estate may properly be considered the barometer of a city's prosperity. The state of the whole business of the community is indicated by the condition of its real estate market. Unpromising, indeed, must be the future of that community whose real estate is not wanted, and is declining. Therefore, how blind to patriotism and all else but selfish purposes are those of our croaking citizens who can see nothing in the present advance in real estate but the inflation of a bubble that may burst next week or next month. If they are prophets, then, indeed, must all the signs of the time prove delusive. Everywhere in the South, and particularly in our own glorious State, every town or city having anything in position or natural advantages upon which to predicate progress has taken on this boom long before we did. Improvements, building unprecedented and appreciation of values are perceptible on every hand in Macon, Augusta, Atlanta, Rome, Columbus, and numerous smaller places. Savannah is really behind the times in many particulars, and is the last to feel the effects of this wave. With wise, economical legislation in our municipal and county affairs, intelligent and liberal policy on the part of our merchants and railroad officials, there need be

no apprehension of the future of our city. We have all the elements for making a large and prosperous business community, and the fault will be in our own borders if this reasonable expectation be not realized.

The conclusion of the whole matter is this : The nature of the demand for real estate and the cause creating that demand, the future outlook and the general prosperity that exists, are the elements of strength in the market. Our city surveyor says that never in our history have there been so many new buildings erected as in the last year. The end of another year will see a great increase in this particular. The bugbear of heavy taxation is becoming to be understood by our own people, and by proper effort on our part it may be made intelligent to outsiders, so that they may be induced to invest in our midst. It will be necessary, however, either to have the system re-adjusted by our City Fathers, or for them to advertise the fact that the city tax of three per cent. means upon a valuation of many times less than the market value of the property, and that it oftentimes amounts to but two per cent. (and sometimes less) upon a fair valuation.

SAVANNAH AS A PLACE OF RESIDENCE.

To those who have glanced over the contents of the preceding pages it is hardly necessary to say here that it is not our intention to enter into anything like a detailed history of Savannah, or to attempt to describe the city with any degree of minuteness of particularity. Such a work would not only be entirely foreign to the nature and objects of this publication, but would itself exceed by many hundred pages the proper limits of the present volume. As we have said in the beginning, the principal purpose we have in view in issuing this work is to make known, as broadly as we may, as broadly as the enterprise and public spirit of our citizens will justify, what we conceive to be the unusual and extraordinary advantages possessed by Savannah to become one of the greatest, if not the greatest, of commercial and manufacturing cities in the South; to show by reason of these superior advantages, not only that almost every line of commerce and manufacture can be followed here with equal or greater success of profit than elsewhere, but that, for the same reason, this is the best market for the producer, and, at the same time, the cheapest market for the retail purchaser. If we shall succeed in accomplishing this—we may say by way of parenthesis—even to a limited extent, capital and population, trade and business of all kinds will flow in upon us as naturally as the waters of our rivers flow into the sea. Hence this work is addressed to business men almost exclusively, and in such a work nothing could be more out of place than a long drawn-out story of the successive pulse beats of the city from the beginning to the present time.

The PRESENT and the FUTURE concern us most. That we have made giant strides in growth and development, in population and wealth, since the evening of the last day that the smoke of battle passed away, let us hope forever, all the world knows.

CLIMATE OF SAVANNAH.

Probably the most essential physical advantage of a city lies in its climate—a climate favorable to vigor of mind and health of body. The climate of

Savannah, like other portions of our country, has undergone important changes within a half century. Ice is a thing that is seldom seen. Sometimes the early riser may see a thin coating of ice on the gutters, but it never remains until mid-day. Sleighing and skating hereabouts are things decidedly out of the question, in fact the weather during January is as genial as Spring. In the summer the thermometer sometimes rises for a few consecutive days above 95 degrees; but the temperature invariably diminishes sensibly after sunset, the nights being generally comfortable and refreshing, and often delightful.

PURITY OF WATER IN SAVANNAH.

Since water, like climate, has a sanitary bearing on a city's advantages, it is of the highest importance to every community to have a bountiful supply of that good and wholesome beverage so freely bestowed by God himself to "beautify the earth and nourish and invigorate his creatures." The supply of water furnished to the citizens of Savannah is adequate to the demand at the present time, and, when filtered, the quality is acknowledged to be most excellent. The water works were commenced in the winter of 1852-3. The water is taken from the river above the city and carried into a reservoir (situated on the low lands west of the Ogeechee canal), which is divided into four compartments by walls of masonry, pierced by connecting culverts, with strong gates, so that one of the compartments may be used while the other three are undisturbed for the progress of sedimentary precipitation; each compartment is connected in like manner with the "pump well," from which the water is forced up into the distributing reservoir in the city, through iron pipes, by means of powerful steam lift and force pumps. The receiving reservoir is about half a mile above the city, the tower or distributing reservoir being located in Franklin Square. The "lift" of the pumps is about one hundred and twenty feet—forty feet to the level of the city, and eighty feet from that level to the iron tank at the top of the tower. At the time of their construction, the estimated supply to the city was sixty gallons *per capita* every twenty-four hours. In addition to the water works, nearly every store house and dwelling has its cistern filled with rain water, and what liquid surpasses the *aqua pura*—God's free gift from the clouds of heaven? In each of the public squares is located a well, and they are extensively used by the public.

HEALTHFULNESS OF SAVANNAH.

The comparative healthfulness of various cities has been made a subject of careful observation by physicians and others for more than a half century, and many cities have not even hesitated to prevaricate—to draw it mildly—concerning so serious a subject; but in all candor we assert that in a sanitary point of view Savannah is highly favored, and the tables of mortality (leaving out the negroes, who are, as a class, dirty and careless of their health and comfort) have uniformly shown that Savannah is one of the healthiest cities in the United States. That more than Egyptian plague, the yellow fever, has now almost ceased to claim an existence, though so great is the power of prejudice that the idea of its presence at particular seasons will probably never be banished from

the minds of those who now look upon a visit to this city after the month of April as an omen of certain death. The ravages of this dreadful scourge of humanity in past times may be traced to the inexperience of physicians, who at that time felt their utmost skill and ingenuity provokingly baffled by an agency which subsequent experience has almost entirely disarmed of its destructive powers. The vigilance of the city authorities has in late years proved successful in removing those local causes of disease, and prohibiting the introduction of foreign elements of mischief, to such an extent as to provide for the public health an ample measure of securing during the seasons most subject to their influences.

Instances of longevity are not at all rare among the citizens of Savannah. There are still living a respectable number of persons who were ushered in with the present century, and a few who date their birth in the century preceding this. Some are actively engaged in the every-day business of life, and enjoying a degree of health to which many of their grandsons and daughters would be glad to attain.

The rapid strides which the temperance reformation has been making towards the remodeling of public sentiment with respect to "genteel dissipation," that deceitful and alluring, but no less destructive bane of the higher classes, are the gradual lessons of past experience which have developed the true sources of social degeneracy and waning domestic prosperity. Where habits of temperance have been formed in early youth, it is not unusual in Savannah to find cases of individuals who have lived very little short of an entire century, whose mental and bodily faculties remain as fresh as in the vigor of manhood.

POPULATION OF SAVANNAH.

The census of 1880 gives the population of this city at 30,681. From a careful canvas we are enabled to put the present population at 42,000, and we are of the opinion that we are not far out of the way, and that our estimate is likely to be an under-estimate than it is an over-estimate. Of the foreign population, the Germans predominate; next come the Irish, followed by the Italian, English, Scotch, Welsh, French, and nearly every other nationality where emigration is possible, including the Chinese and Egyptians. Thus it will be seen that our population is eminently cosmopolitan. This, so far from being an objection, we regard with great satisfaction, since it has the effect not only to multiply the number of industries pursued among us, but it gives us a practical knowledge of customs, wants and trade of every nation of the globe. For every want and every trade we have a class of nationality adapted to it. Everything is represented among us, from the metaphysics and beer of the Germans to the red-signed washee-washee of the Chinese.

SOCIETY OF SAVANNAH.

As would be expected, all classes of society are represented here. We have in our city some of the most refined and cultivated people to be found anywhere, and, unfortunately, some of whom the least that can be said is the best. No mat-

ter to what class of people one may belong, he will have no reason to echo the sad reflection of Byron: "I am among them, but not of them." All may find congenial and kindred spirits here. Upon the whole, however, no city can boast of better society than Savannah. Many of our best families are descended from the earliest and most distinguished characters in the history of American Independence. Identified with the city and the South from an early day, they have grown in wealth and prosperity with the growth and improvement of the country. Nor have mental culture and social refinement been neglected. For many years Savannah was noted for the possession of some of the best institutions of learning to be found in the South. With all these advantages, it would be strange indeed if our best society did not reflect honor upon the city. Gentle of birth and ambitious of learning, refined by nature and hospitable to a fault, possessed of great wealth and enthusiastic lovers of art, they constitute an *ordre de monde* in which the most brilliant devotee of letters and fashion may find companionship worthy of his highest taste. All the better classes of society are liberal in their ideas, and welcome all among them who are worthy of confidence and esteem. Those who have come among us in late years have been gladly received into our social circles, and many of them are now the leaders of society in wealth, culture and public spirit. Indeed, a number of our leading families, families whose recognition and hospitality would honor any guest, however high in fame or state, are those who have won their position within a recent period by their own merit and character. Thus while our *personne de qualité* are eminently select and rigidly strict in the observance of all the finer conventionalities of good society, they are generously democratic when merit knocks for admission.

"Like the sun true merit shows;
By nature warm, by nature bright;
With inbred flames he nobly glows,
Nor needs the aid of borrow'd light."

CHURCHES AND RELIGIOUS INSTITUTIONS.

As in everything else we have been able to show the prominence of this favored city; so too, in the relation she bears toward the Church of the Ever-Living God, and the interest her citizens manifest and have manifested in religious affairs, can we report most favorably. The existence of such a spirit at once stamps the moral character and excellence of her people, and the devotees of religion in other quarters will rejoice to learn that in "laying up for themselves treasures on earth," our people have not surrendered to a sordid lust for gain; that instead of the temple for worship they do not resort solely to the "exchange," where the ledger is held, the sacred books and household gods are converted into money investments. Satisfied with the stream, they have not forgotten the fountain; engrossed with the augmentation of mercantile resources, they have not become blind to the primary, originating source of whatever is desirable on earth; and the stranger will find that the same piety which erected the first small church over a century ago has diffused itself and kept pace with our rise and progress. As a church-going and church-loving people, Savannah

to-day, in proportion to inhabitants, is second to but few if any cities of the Union. In every quarter of the city the spires of the churches pierce the clouds, and the deep-toned organ's solemn swell, the sound of the bells, are neither strange nor unfamiliar to us. Burke never uttered a grander truth than when he said: "True religion is the foundation of society. When that is once shaken by contempt the whole fabric cannot be stable or lasting." In this important respect Savannah is peculiarly fortunate. Every shade of Biblical faith has a strong representation among us. Our people are pre-eminently a church-going, religion-respecting community.

In strength of membership the Methodist, including five colored churches, stands first; next in order come the Episcopal, Baptist, Presbyterian and Roman Catholic, followed by the Jewish, the Lutheran, and so on to the end. We only give the denominational names of the principal divisions.

None of these denominations are without one or more church edifices. Some of these buildings are among the finest structures ever dedicated to the service of religion by a pious and generous people.

Among the most interesting and noteworthy church buildings is Christ Church, which faces Johnson Square and is situated between St. Julian and Congress Streets, it being the mother parish of the Episcopal communion in the Diocese of Georgia. The original structure built on this spot was commenced in 1743 and was completed in 1750. It was destroyed by fire in 1796, was rebuilt upon an enlarged plan in 1803, and afterward injured by a hurricane, but was rebuilt. An entirely new edifice was commenced in 1838, the drawings being furnished by Mr. James Hamilton Cowper, of St. Simon's Island. The chancel railing, lecterns, table and stalls are carved, and over the table is a painted window to the memory of Bishop Elliott, given by the Sunday-school children, and representing Christ blessing little children. On this site stood the chapel in which John Wesley, "The Father of Methodism," preached to the early settlers.

The new Lutheran Church is situated on the east side of Wright Square, between State and President Streets, and is unfinished. The old building was built in 1843 and the present one was erected over it, while service was held within the walls of both. In the rear of the pulpit is a memorial window to Thomas Purse. The carpenter work of the interior was done by the young men of the congregation after the close of their usual daily duties.

At the corner of South Broad and Bull Streets stands the Independent Presbyterian Church, which was commenced in 1815 and dedicated four years later by its pastor. There are few churches in the Union that surpass this one in the excellence of architectural merits. President James Monroe, on a visit to Savannah, assisted, with his suite, at the ceremonies when it was consecrated to divine worship in 1819.

To the west of Chippewa Square and on the corner of Bull and Hull Streets is the Savannah Baptist Church, which was built in 1833 and enlarged in 1839. The Sunday-school and lecture rooms are in the basement, and a pastor's home was purchased for its ministers in 1862.

The synagogue Mickva Israel is located to the east end of Monterey Square, between Wayne and Gordon Streets. The corner stone was laid in March, 1876, and the completed edifice was dedicated in April, 1878. The architecture of both interior and exterior is mediæval in character, and there is not a finer or more pleasing structure in the city than this place for worship of God's ancient people. There was an immigration of Israelites to Savannah in 1733, who remained but a short time, but it is supposed that this congregation was then organized. There are no records of its history prior to the charter of November 30, 1790.

The cathedral of our Lady of Perpetual Help, at the corner of Abercorn and Harris Streets, is the largest and most imposing church edifice in the entire State. The architecture is French Gothic, in the style of Notre Dame, of Paris. Three fine altars of white marble, elegantly carved, have been placed within the sanctuary, and above the altar of the Virgin is an excellent copy of Murillo's "Immaculate Conception." This noble structure was dedicated to the service of God in 1876.

On the west side of St. James Square, between President and York Streets, stands "Old Trinity," as it is sometimes called, from its associations with the early history of Methodism in Savannah. Two thousand persons can be seated in the auditorium and galleries. The interior is neat and plain, corresponding with the simplicity of the exterior.

SUNDAY-SCHOOLS.

Connected with most of the churches of the city are interesting and flourishing Sunday-schools, where many hundreds of the children and youths of the city are gathered each Sabbath-day to be instructed in the great truths of the Bible, and in the religious and moral duties of life. It would be impossible to over-estimate the beneficent influence these schools have on the community. Nurseries of religion, and of virtue and good citizenship, they are justly cherished by our people as the safest guardians of their children's characters, and the surest guarantees for their future. If it is possible for the departed dead to witness the progress of human affairs, the spirit of the founder of Sabbath-schools could behold no happier sight than the assemblage of all the Sunday-school children of Savannah in one grand union meeting. We are proud of our Sunday-schools, and justly so. No pains are spared by the teachers and officers, no expense withheld by the parents and churches, to make them worthy of our city and society.

EDUCATIONAL.

PUBLIC SCHOOLS OF SAVANNAH.

Education is the mortar that holds the social fabric together. Without it civilization would crumble to the earth. Religion itself would be lost in the Cimmerian darkness of ignorance and superstition. Pythagoras puts the necessity of education in strong language: "He that knoweth not that which he ought to know is a brute among men; he that knoweth no more than he hath need of is a man among beasts; and he that knoweth all that may be known is a god among men."

Greece, the bright, particular star in the old dark canopy of antiquity, the mother of the arts and the sciences, was first to declare the necessity of education. Her own proud fame she owed to learning; but, unfortunately for her, she flourished in an age when the equality of men, the crowning glory of modern times, was unknown. She fostered education, but the education only of her higher classes. Her common people, constituting four-fifths of her population, were left in ignorance. This was her fatal mistake. "A grievous fault it was, and grievously hath she paid it."

Education of the higher classes was carried to Rome. She, too, neglected her common people, and Rome, as *Rome*, is no more. A dark wave of ignorance and rapine swept over the world. All seemed to be lost. Suddenly a light flashed athwart the Western heavens, and REFORMATION stood revealed. The trumpet voice of Martin was heard, proclaiming the grand truth: "Government, as the natural guardian of all the young, has the right to *compel* the people to support schools. That which is necessary to the well-being of a State should be supported by those who enjoy the privileges of the State. Now, nothing is more necessary to this than the training of those who are to come after us."

Here the principle of free popular education was first proclaimed. Here it was given birth and life. Holland and Scotland hastened to apply it. Both countries claim the imperishable honor of having been first to introduce it. The result of their foresight and wisdom was, that for ages after these nations were regarded as the most intelligent and thrifty people in Europe. Whatever they applied themselves to they excelled in. Macaulay bears eloquent testimony of the race superiority of the Scotch. From Europe the principle of popular education was brought to America; Maryland, New York, Connecticut and Massachusetts all contend for the proud distinction of naturalizing it here. Maryland doubtless had the first free municipal schools, followed by the others, in the order named; but Massachusetts was the first to establish the State system of free schools, since adopted by all or nearly all the States. To her, unquestionably, belongs this imperishable honor. The Northeastern and the Northern States were next to adopt it. The benefits it has conferred upon them are well known. Previous to the late war, private academies were almost exclusively patronized by the people of Savannah, but at its close the uncertain condition and prospects of our citizens caused greater reliance to be placed upon the free-school system. Some trouble arose between the Catholics and Protestants, which was amicably settled by assigning separate school buildings to the Catholics. They nominate their own teachers, which are confirmed by the Board of Education on passing a required examination. From the beginning our schools have been under the management of the ablest scholars to be had.

Doubtless a better idea can be formed of the importance and efficiency of our public schools from a few leading facts and an outline of the system. The Board of Education consists of the following gentlemen: George A. Mereer, president; Dr. J. B. Reed, vice-president; John Williamson, treasurer; W. Hunter, J. R. Saussy, S. Y. Levy, John A. Douglass, J. O. Ferrell, William Duncan,

M. D., R. E. Lester, S. P. Hamilton and Robert D. Walker; Mr. W. H. Baker being secretary and superintendent. The office is situated in Chatham academy, corner of Drayton and South Broad Streets. The schools are free, with the exception of the high schools, three dollars per month being charged by these. The boys' and girls' high schools, and the Chatham academy grammar school, are held in the Chatham academy building, a portion of which is used as an hotel. The Barnard Street School, at the corner of Barnard and Taylor Streets, is occupied by the second, third, fourth, fifth and sixth grades, each grade being under the instruction of a separate teacher. The Cathedral Grammar School is situated at the corner of Abercorn and Perry Streets, and is attended by the children of Catholic parents. The Massie District School is located at the corner of Gordon and Abercorn; the St. Patrick's School, at the corner of Montgomery and York Streets, the latter being devoted to the use of Catholic children also. For the attendance of colored children are placed the East and West Broad Street Schools, which are provided with competent teachers. There are comparatively few male teachers in the employ of the board, it being the policy to appoint males as principals only.

In the list of academies and schools comes the Academy St. Vincent De Paul Convent, at the corner of Liberty and Abercorn, a boarding and day school, under control of the Sisters of Mercy; the Georgia Military Academy, on Abercorn, south of Huntingdon Street; the Sacred Heart School, on St. James, between Habersham and Price; and the Savannah Academy, at No. 86 Bull Street. To these, in addition, are the following schools for the colored people: The Beach Institute, at the corner of Price and Harris Streets, organized in 1867, and under the control and care of the American Missionary Society; the Georgia Military Cadet School, at the corner of East Broad and Harris Streets; the St. Joseph Academy, at the corner of Habersham and Charlton Lane, which is under control of the Sisters of Mercy; and the Sacred Heart School, for colored children, in the basement of the Church of the Sacred Heart, which is conducted by the Sisters.

CHARITIES OF SAVANNAH.

"And now abideth faith, hope and charity, these three; but the greatest is charity."

Charity, the firstborn of heaven, is the divine essence within us. It is that which forms us in the image of our Maker. It is the manifestation of God himself incarnate in man. It is the lamp that lights our pathway through life and leads us on to heaven.

The mission of Charity is gentleness and love. It visits the poor and consoles the friendless. It rests the weary and shelters the homeless. It feeds the hungry and clothes the destitute. It soothes the sick and comforts the sorrowing. The widow and the orphan are its wards. Its rule of life, "Love thy neighbor as thyself." Its admonition, "Though I speak with the tongues of men and of angels, and have not *charity*, I am become sounding brass and a tinkling cymbal." In the bright galaxy of virtues, philanthropy, benevolence, kindness, sympathy, generosity and mercy, it is the central, radiant star. It is the beginning and the end of *all* virtues.

It breaks the bonds of avariciousness and selfishness, and gives with a willing and generous hand. It strives for the moral culture and elevation of mankind. It has given its apostles and its evangelists, its missionaries and martyrs, its ministers and priests to humanity without money and without price. It animates the patriot and inspires the philosopher. It is the source of every generous impulse, the fountain of every noble aspiration. It is the salvation and hope of society. It is the virtue preservative of all virtues. It is the visible presence of God on earth.

In Savannah, Charity has erected a number of institutions, among which are the following asylums and hospitals: Abraham's Home, No. 2 Broughton Street, a Jewish institution for destitute widows; the Episcopal Orphan Home, at the corner of Liberty and Jefferson, organized in 1854; the Female Orphan Asylum, at the corner of Bull and Charlton, established in 1839; the Industrial Relief Society and the Home for the Friendless, at the corner of Drayton and Charlton Streets, incorporated in 1849, and organized in 1875; the Minnie Mission Orphan Asylum, a home for infants, at the corner of Jones and Lincoln Streets; St. Joseph's Infirmary, at the corner of Taylor and Habersham Streets, in charge of the Sisters of Mercy—it was organized in June, 1875, and is supported by voluntary contributions and pay patients; the Savannah Hospital, at the corner of Huntingdon and Drayton Streets, first incorporated in 1835, and the Union Society, instituted in 1750, the Orphan House being located at Bethesda. The Georgia Infirmary is provided for the colored people, and is situated east of White Bluff road, near the tollgate.

The list of Relief and Benevolent Associations is as follows: Citizens' Sanitary Association, organized for the better protection of the public health; German Friendly Society; Hebrew Benevolent Society; Hibernian Society; Metropolitan Benevolent Association; St. Andrew's Society; St. Patrick's Benevolent Society; Savannah Benevolent Association; Savannah, Florida and Western Railway Employees' Mutual Relief Association, organized for the relief of its members in case of sickness or accident; Savannah Port Society; Societe Francaise de Bienfaisance; Union Society, founded by George Whitefield, organized in 1750; Workingmen's Benevolent Association; Workingmen's Literary and Relief Association.

The Secret Societies are well represented among us. We have five lodges of Master Masons and five lodges for colored people, a Knights Templar, R. and S. M. and Royal Arch being also represented here. There are five lodges and one encampment of the I. O. O. F., also an Odd Fellows' General Relief Committee; five lodges of the Knights of Pythias, two of Knights of Honor, two of A. O. U. W., one of A. O. H., one of Catholic Knights of America, one of Knights of the Golden Rule, one of D. O. H., one of I. O. G. T., one of S. of T., two of I. O. B. B., two of O. K. S. B., one Royal Arcanum, one Home Circle and one American Legion of Honor.

PARKS OF SAVANNAH.

Love of the beautiful is implanted in our natures; it is a natural sentiment of the human heart. It finds expression among savages in their desire for

personal adornment, and in their conception of the happy hunting ground ; in its rudest form, indeed, but manifesting its *presence* nevertheless. So in all races of men and among all nations it has revealed itself in one form or another. Like all the finer and nobler sentiments, it too is broadened, refined and elevated by the advancement and culture of the people ; and when a high degree of enlightenment and refinement is attained, it displays itself in various forms—in appreciation of articles of virtue, in love of sculpture, in admiration of the productions of the artist's brush, in the charms of natural scenery, in the beauties of landscape gardening, and in a thousand other forms unnecessary to mention. Indeed, love of the beautiful, or æsthetics as it is called, is regarded as the safest criterion of the social elevation of a people. It is found in its highest conception only in the most polished and finished communities.

To say that it obtains here in a high degree, as illustrated by the well recognized taste of our people in all matters of art and natural beauty, is but to repeat a well-known fact. In truth, pages might be occupied, if our space permitted, with proofs that in many instances we have given it its highest expression. In the present connection, however, we will speak only of the taste of our people as displayed in the embellishment and ornamentation of our public parks.

The ideal park is two-fold in its conception, (1) to delight the mind and (2) to refresh the body. In fact, whatever affords the mind a natural, healthful pleasure necessarily refreshes both the mind and the body. So that the first, the making a pleasant impression on the mind, must be regarded as of the first importance. Whatever appears out of place, or unnatural, or awkward in a park, to that extent defeats the very object which it was designed to accomplish. On the other hand, the pleasurable emotions intended to be aroused may be multiplied and intensified by increasing and blending the natural and artificial attractions, having proper regard for the effects produced by harmony, variety, etc.

Nothing speaks plainer in language for the culture or vulgarity of a community than the style of its parks, for popular taste is the arbitrary umpire that regulates and controls them, whatever officials or single individuals may say or think. Parks, like actors, must please the public when they appear, or fail.

The benefits they confer upon a community are incalculable ; indeed, they are indispensable to a large city. A large number of our people are compelled to remain in the city from year to year, and if they had nothing to relieve the dull monotony and wear and tear of daily business life, their lots would be hard in the extreme ; besides, the women and children, and especially the children, would suffer incalculably. The absence of parks has a marked effect upon the mortality of the people ; the increase of deaths among children, as shown by the investigation of the park officials of New York, in localities far removed from the parks, is almost incredible. Their sanitary importance, in fact, is always relied upon, and justly so, too, as the chief reason for providing them in all large cities.

Our parks are four in number the most attractive one being FORSYTH PARK, the main entrance of which is on Gaston Street, opposite Bull. It contains twenty acres, and was laid out in 1853, its arrangements being similar to that of the Grand Park of the City of Mexico. A handsome iron fence surrounds the grounds, and the gates fronting on Bull Street are surrounded with unexploded shells, relics of the late civil war. The entrance to the broad central walk is guarded by sphinxes, from which a fine view of the fountain which occupies the center of the park can be obtained. This fountain cost the city \$3,000, and is said to have been modelled after the design that took the prize at the first international exhibition in London, in 1844. Walks are laid out in all directions from the center, and clumps of roses, coleas, cacti, dahlias and fanciful mounds and structures of ivy and other running and climbing plants, and a statue of Mercury, and vases of flowers are all placed in the spaces between the trees, which are the native forest pine, and are so thick that the entire grounds are shaded. This is one of the handsomest parks in the South, and an extension has been recently added, containing about thirty acres. This extension is not improved as yet, but the Confederate monument, erected to the memory of the Confederate dead, or who died of wounds received in the late civil war, adorns the center. It is now the drill and parade ground for the volunteer soldiery of Savannah, but when the plans for making it a riding park are completed, the city will possess a beautiful pedestrian and riding pleasure grounds combined.

In the suburb known as Brownsville is situated BATTERY PARK, at the terminus of the Barnard and Anderson Street Railway. The directors of this railway purchased this site from the city, and the grounds occupy a portion of an earthenwork for a battery thrown up during the civil war for the defense of the city. Upon the crest of the earthenwork is a pavilion for dancing, from which a view of the surrounding country is obtained. Picnics and other social parties meet here in the warm summer weather; a good rifle range for target shooting is provided, and street cars leave Market Square every eight minutes for the park.

CONCORDIA PARK is situated at the east side of White Bluff road, south of the toll-gate.

Situated on Warsaw or Thunderbolt River, about three miles from the city and directly east of Bonaventure, is SCHUETZEN PARK, prepared by our German citizens, who delight in out-door recreations. It occupies a bluff over-looking the river, which is quite broad at this point, and a fine view is obtained of both Bonaventure and Thunderbolt, which are below on the same river. There is a large dancing pavilion which will accommodate a thousand dancers, rifle ranges, swings, ten pin alleys, saloon and convenient dwelling in the center of the grounds. This park is the headquarters of the Schutzen and other German organizations, and the annual "Schutzen Fest," which is always anticipated with pleasure by all classes, is held here, and attracts visitors from all parts of the country. It can be reached by the trains of the Coastline railroad, and a smooth shell road leads direct to the park.

STREETS OF SAVANNAH.

Few advantages are more important to the prosperity of a city than good streets. They are to it what circulation is to the human body. Business life cannot long continue without them. Suffer them to become impaired, and every interest is more or less affected. What a story a year's trade with good streets compared with defective ones would tell! The loss a city sustains by neglect of its streets is incalculable. Good streets should be made a *sine qua non* in every city where the science of commerce is not an unexplored mystery. They are the channels through which the life current flows.

The present condition of our streets is not a subject of unqualified praise. Like most of our sister cities, with regard to their streets, we think ours are not all they should be. Still, they compare very favorably with those of other Southern cities, and in some respects are superior to them. In the resident part of the city they are fringed on either side with rows of handsome shade trees, and it is from the number and stateliness of these shade trees that Savannah is styled "The Forest City." The streets and intermediate lanes, cutting each other at right angles, divide the city into rectangular squares, with small parks at the alternate intersections of the streets, which are much admired. The plan was designed by Gen. Oglethorpe, and the square with each ward and tithing was the general rendezvous of the colonists living around it in case of hostile attack by Indians or Spaniards. Once commenced, the system was adhered to for its regularity, beauty, comfort, health and pleasure.

Bull street is the fashionable promenade of the city. It receives its name from Colonel William Bull, who assisted General Oglethorpe in laying off the town in 1733, and it is lined on either side by shade trees. Handsome residences and imposing public buildings attract attention on this street, and on pleasant days it presents an animated appearance, the squares it crosses being filled with nurses and baby carriages and small children.

South Broad Street crosses Bull Street at right angles, and in olden times was one of the boundaries of Savannah. Four rows of shade trees provide the avenue with two carriage streets and a shady, grass-covered walk between them. The effect is charming; and we question if there be another such tempting avenue in the United States, with its trees, handsome dwellings and fine public structures.

Bay Street is the great commercial street of Savannah, is paved, and is lined on both sides with mercantile houses, banks and business offices. The Exchange, or more properly the City Hall, the Custom House and Post Office are located on Bay Street.

Liberty Street is a broad and beautiful avenue, with three rows of shade trees, situated in the residence portion of the city, and crossing Bull Street.

There are twenty-four small parks or squares in Savannah, five of which are situated on Bull Street. Four of them have monuments or mounds in the centre.

Johnson Square is laid off by flagged walks into green plats, and the Greene monument stands in the centre. On March 21st, 1825, General Lafayette laid

the corner-stones of this monument and one in Chippewa Square, in memory of General Nathaniel Greene and Count Casimir Pulaski, companions in arms of Lafayette in the Revolutionary war. The monument to Greene was finished in 1829, and there not being in hand sufficient money to erect the monument to Pulaski, this mysterious stone—mysterious because there is neither inscription nor symbol to indicate its design—was known as the “Greene and Pulaski Monument” for many years. At some future time, no doubt, a suitable inscription will be placed upon its disk.

In Wright Square repose the remains of Tomochichi, the friend of Oglethorpe and the protector of the early settlers. The exact location of the grave is not known, but a mound of ivy, surmounted by a Grecian vase in which an aloe is growing, serves for his monument for the present, and until another, more lasting, replaces it.

The Jasper Monument occupies the centre of Madison Square. It was erected to the memory of Sergeant Jasper, of Revolutionary fame, who lost his life in the siege of Savannah by the allied American and French forces while attempting to replace his regimental colors within the British lines, where they had been carried by an assault and their bearer shot down.

In the centre of Monterey Square stands the Pulaski Monument. In 1853 the corner-stone laid by Lafayette in Chippewa Square in 1825 was removed to Monterey Square, and relaid, with an additional corner-stone, on the 11th of October. The monument is from the hands of his fellow-countryman, Launitz, and was completed in 1854. Brigadier-General Casimir Count Pulaski was a native of Poland, and being exiled from his home came to America. After serving bravely in the American army, in 1778 he raised a corps called “Pulaski’s Legion,” with the approbation of Washington, and was ordered with it to Savannah in 1779. He was mortally wounded by a cannon-shot in an assault upon Savannah, then held by the British, and died two days afterwards at sea.

NEWSPAPERS OF SAVANNAH.

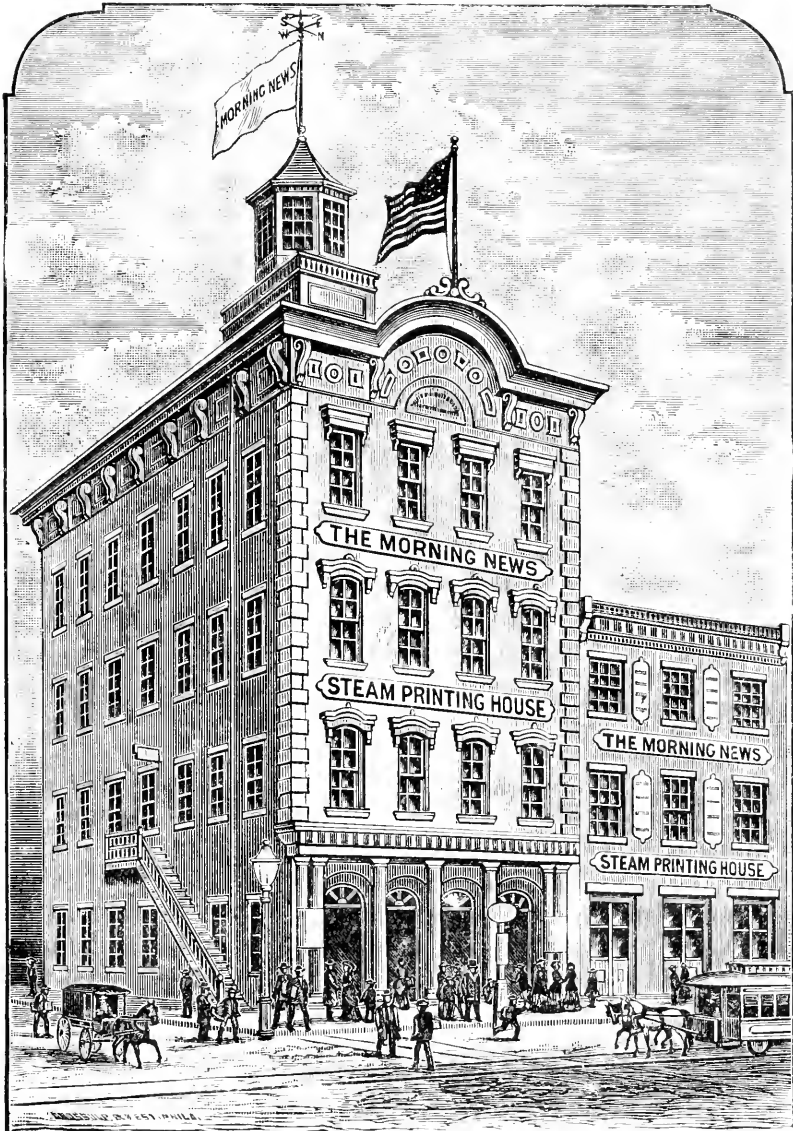
Newspapers are the nervous system of society. They transmit intelligence to and from all parts of the body politic. Without them, or some substitute for them, public sensibility would be impossible. And as the state of the nervous system is one of the best indications of the condition of the human body, so the character of the newspapers of a community is one of the best evidences of its thrift and general intelligence.

Savannah has no reason to fear a judgment by this rule. The character of our papers is highly creditable to us as a community. We have the *Savannah Morning News*, daily and a weekly issue; *Savannah Daily Times*, an evening paper; *Georgia Familien Journal*, a weekly; *Abend Zeitung*, the *Mystic Brotherhood*, *Weekly Echo* and *Penny Local*.

We regret that we cannot speak of them all separately, but our space will permit us to mention only two or three.

THE SAVANNAH MORNING NEWS.

The *Morning News* is the only paper in Georgia, with one exception, printing the full dispatches of the Associated Press, and the only paper published every day in the year. It was established in 1850, and has been issued con-



tinuously ever since that time, over a third of a century. Besides its large city circulation, the daily is taken at 215 post-offices in Georgia, 62 post-offices in Florida, and 20 post-offices in South Carolina. Its mammoth Sunday edition is sent to all subscribers, giving them a paper every day in the year. Price, including Sunday, \$10 a year.

THE SAVANNAH WEEKLY NEWS

is a mammoth eight-page paper, 38x52 inches. It is the favorite paper of the farmers and merchants of Georgia and Florida, where they have not the facilities of a daily mail. It is a strictly cash-in-advance, \$2.00 a-year paper, but withal has the largest circulation of any paper published in the South. It has subscribers at 429 post-offices in Georgia, 320 post-offices in Florida, and 39 post-offices in South Carolina, and also in every State in the Union.

THE SUNDAY MORNING NEWS

is another mammoth eight-page paper, 38x52 inches, combining all the freshness of a daily paper, with locals, telegraph, and that of a society and literary journal. It is an unrivalled advertising medium, having for its constituency the entire city and the reading population along the lines of three railroads. It is sent to all subscribers to the daily *News*. The price of the *Sunday News* is \$2.00 a year.

The editor and proprietor of the *Sunday News* is Col. J. H. Estill; he has owned and managed the entire establishment for the last seventeen years. It is one of the few large printing houses in the country owned by one person.

THE MORNING NEWS BUILDING,

Located at No. 3 Whitaker Street, corner of Bay Lane, was erected in 1875, especially for the purpose and with a single view to its adaptation to the publishing and printing business, and at that time it was thought large enough to meet all requirements of the paper for the next quarter of a century. This idea, however, proved to be a mistake, and it was found necessary two years since to add the building adjoining it on the north. From this building are issued the *Daily Morning News*, the *Savannah Weekly News*, the *Sunday News* and the *Morning News Library*. The arrangement of the main building is very complete, and is as follows:

The basement contains two engines (with separate boilers, that in case of an accident to one there will be no delay in issuing the paper); a large three-revolution Hoe press; a mammoth double cylinder press; one Forsaith and one Chambers folding machine, mailing tables, etc. The double cylinder is one of the largest presses of the kind ever built, being forty-four by sixty inches. The street floor is the publication office, and the stock and the superintendent's room of the printing and binding departments. On this floor is also the proprietor's office. On the second floor are the editorial rooms.

The third floor is entirely given up to the book and job printing departments, in which everything that is needed to do good work can be found. Experienced printers who have been employed in it say it is the best place of the kind they have ever worked in.

The top, or fourth floor, is devoted to the newspaper composing room, a finely lighted and well ventilated apartment.

The new addition is connected on each floor with the main building, the entrances being protected by iron doors, so as to prevent the spreading of a fire should one occur.

Its basement forms a part of the press-room department already described, the wetting room, where the newspaper is wet before it is printed, and is also used as a store room for paper, a large supply of which is always kept on hand, so that no ordinary accident to a paper mill can endanger an issue of the various publications of the establishment. On the first or street floor of this building is the job press room, where there are eight steam presses, often run eighteen hours out of the twenty-four.

On the second floor is the stereotyping room, fitted up with Hoe's latest improved machinery. The front rooms on this floor are occupied by the engraving and lithographing departments. The third floor is devoted exclusively to the book bindery and blank book manufactory. Here is every facility for binding books and making blank books, the latest machines for ruling paper, and cutting and paging machines, etc.

An elevator driven by steam extends from the basement to the top floor of the main building, with openings on each floor, and all rooms are connected with the business departments on the street floor by speaking tubes, while the telephone connects the establishment with the railroads, the steamers, the wharves, the public offices and the principal business houses, by means of the telephone exchange. A wire also connects the office with the signal station at Tybee, eighteen miles distant. In addition to all these facilities, the building is well protected against fire, having hydrants on each floor, and hose and pipe attached at all times on three floors.

Over one hundred names are on the pay rolls of this establishment, which amount to from \$1,200 to \$1,400 per week. The success of this paper is remarkable when it is remembered that there are a number of daily papers in Georgia (saying nothing of the good weeklies), with which the Savannah *Morning News* has had to contest every inch of ground; while newspapers published in other Southern States have had but few other dailies to contend with in their own State, this paper has not only held to itself its own legitimate territory, but almost monopolizes the lower half of Georgia, three-quarters of the State of Florida, and a part of South Carolina.

THE SAVANNAH DAILY TIMES.

The *Times* is the best evening newspaper in the State of Georgia. It owes its present position at the front of the best evening journals to the able and enterprising manager, Mr. B. H. Richardson. This paper is issued every evening, except Saturday, and on Sunday morning, by the Times Publishing Company, of which Mr. Richardson is president, at No. 94 Bryan Street. It is well established and is rapidly growing in popular favor. In size and appearance it compares very favorably with the evening papers of the South, while its editorial and local columns are far superior to most of them. Its success is already assured.

THE GEORGIA FAMILIEN-JOURNAL.

The Georgia *Familien-Journal* is an eight page German weekly, the only German family paper in the South. It is published every Saturday by Kuckuck & Seeman, at 102 Broughton Street, and has a large circulation in Georgia, North and South Carolina, Florida and Alabama.

L. J. GUILMARTIN.

CHARLES R. HERRON.

L. J. GUILMARTIN & CO.,



COTTON FACTORS

—AND—

COMMISSION MERCHANTS,

120 BAY STREET,

SAVANNAH,

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GEORGIA.

Liberal advances made on consignments of Cotton. Bagging and Iron Ties for sale
at lowest market rates.

DENIS O'CONNELL,

—DEALER IN—

JUNK, COTTON, PAPER,

AND METALS,

No. 200 BAY STREET.

LEADING BUSINESS HOUSES

—OF—

SAVANNAH.

We present to our readers and business community herewith a brief historical review of the prominent business houses and manufacturing firms of the City of Savannah.

It will be interesting as an exhibit of the growth of the city for the past thirty years. The notices, as a group, embrace numbers of substantial and enterprising firms in every department of trade, including many specialties not to be obtained in any other market, and will be an assurance to those contemplating a visit for the purpose of purchasing supplies that their every want can be fully satisfied, on as favorable terms as at any point in the United States. No firm of any prominence has been willingly excluded.

HENRY SOLOMON & SON—*Wholesale Grocers, Dealers in Pure Liquors, Cigars and Tobaccos, 173 and 175 Bay Street; Warehouses, 200 and 202 Bay Street.*

Prominent among the list of wholesale grocers in Savannah stand the firm of Henry Solomon & Son. Enjoying the highest confidence of our citizens, they are well and favorably known in the business circles as honorable and enterprising men. For



upwards of a quarter of a century the senior has been numbered among the enterprising and the substantial citizens of Georgia, having resided in the vicinity of and in Savannah since 1851. This establishment has reached its proud position



in the commercial annals of Georgia by the SUPERIOR KNOWLEDGE OF THEIR BUSINESS, and steadily adhering to the principle of GIVING THEIR CUSTOMERS FULL VALUE FOR THEIR MONEY. There are few firms in Savannah who have developed such enterprise, and been so pre-eminent in the several branches of the wholesale grocery business. They are not only celebrated over a greater part of this State, but also in Florida and South Carolina, where their business extends. This is one of the largest establishments of its kind in the State of Georgia. Their capacious

stores, 173 and 175 Bay Street, and their warehouses on Bay Street, which run from the bay to the river, are replete with everything required by the retailers of groceries, liquors, cigars and tobaccos. Their stock comprises a complete and endless variety of groceries, an enumeration of which would fill many pages of this volume, and still be inadequate to do the contents of their establishment anything like justice. We may however mention a few articles most conspicuous. Of flour, they own the celebrated brands of "Georgia Belle" and "Savannah Roll;" both possess a high state of excellence, and have for years given complete satisfaction to the retail trade. They also control the two best flours manufactured in the United States, "Ceres" and "Water Lily." In liquors this firm has always occupied a leading position in the trade. In point of magnitude of business done, and reliability of pure goods furnished the public, no house in the city is its superior, and it has few equals. They carry the largest stock in Georgia of a fine selected assortment of brandies, whiskeys, rums and gins. The famous "Old Fashioned Rye" whiskey is controlled by them, and is endorsed by every lover of good and pure liquor. They have never knowingly sold a gallon of impure liquor. Long years of experience in this branch of business, coupled with a knowledge of the leading distillers, has enabled this house to carry a stock and acquire a reputation beyond rivalry—offering pure and unadulterated goods at prices not to be undersold, and not easily duplicated. In cigars and tobaccos they have achieved a reputation, and acquired a trade, that places them in the front rank of enterprise and success. They possess a thorough appreciation of the wants and demands of the trade; their intimate knowledge of the business enables them to offer marked advantages to their patrons. The volume of their sales of cigars and tobaccos surpasses that of many who make a specialty of this branch of trade. Wherever you travel South, "Our Major" cigar has the preference. This brand and the numerous others sold by this house enlarge the sales and increase the profits of the retail dealers. The lover of the "weed" would as leave forego a meal as be without a chew of "Henry Solomon's (5s) Fives" or "Planters' Chew" tobacco. The former has been on the market since 1857 without a peer; its well-earned reputation is a guarantee to any who have not availed themselves of introducing it to their customers. Although it is one of the best tobaccos made, it is not sold at wholesale at a fancy price, and is the most profitable tobacco the retailer handles. "Minnie Lee," "Good Morning," "Pearl Tye," "Unique," "Continental," "Champ Carter," "Oak Dale," "Nancy," "H. Solomon Sixes," "H. Solomon Eights," are among the popular brands, besides a galaxy of others only to be found here. Those who patronize the firm in this branch are little likely to transfer their patronage elsewhere. We call particular attention to this house and cheerfully recommend it. Their prices compare favorably with the East, North or West, with whom they compete successfully. We are confident that those who establish relations with it will find their advantage very much promoted.

HAWKINS & COCORZA—*Dealers and Manufacturers of Yellow Pine Lumber and Timber, Hard Woods, Shingles, Planed and Dressed Woods, etc., 67 Bay Street.*

The situation of Savannah with reference to the timber growing districts of the South has always conduced to give her importance in the lumber trade (representing at the present time not less than \$3,000,000 worth), a trade that has in a large degree added to the general prosperity, and there is no branch of her mercantile interests which is so well calculated to give her wide-spread reputation and enure to her future

prosperity. There are several firms engaged in this branch, employing in the aggregate large capital. Some are almost mammoth in their proportions, and are supplied with every requisite facility for the manufacture and handling of lumber in all its various forms. At the very head of these is the firm of Hawkins & Gogorza. Their business is one of such large proportions and of such systematic arrangement, and occupies such a prominent position among the commercial and manufacturing interests of Savannah, as to demand especial mention in a work devoted to the mercantile history of the city. This house was originally started in 1880, by Haslam and Hawkins. In 1883 Mr. Haslam withdrew, and early in 1884 Mr. A. Gogorza became a member, the present firm name being then adopted. The plant of the firm consists of a fully equipped sawmill at Wheaton, Georgia, and a planing mill at Savannah, with a complete complement of machinery and appliances of the best modern design and construction. They deal specially in hewn and sawed yellow pine and hard woods; cypress shingles; tongued, grooved and planed boards; mouldings, etc. Their sawmill at Wheaton is most advantageously situated in close proximity to their wood lands; and to facilitate the transportation of lumber they have built, for their own purposes, ten miles of railroad, which they operate, owning a full complement of cars and two locomotives. The output of the mill is about 27,000 superficial feet of merchantable lumber daily. In hewn timber it is difficult to make an estimate, but large quantities are gotten out. At the planing mill the output in dressed lumber, tongued and grooved boards, mouldings, etc., is about 20,000 feet daily, and about 200,000 cypress shingles per month. Their trade extends all over the country, yellow pine lumber growing yearly more in favor for interior finish and decoration. They export largely to Spain, South America, South Africa, and the West Indies. Some two hundred and thirty hands are employed in the various avocations. For the accommodation of their employees the firm own some fifty cottages, besides the necessary barns, stockyards and outbuildings, some seventy head of stock being required in the prosecution of their large business. In hewn timber the firm supply white oak, white ash, hickory, poplar, cypress, sweet gum, curly pine, etc. The transactions of the firm will reach \$550,000 annually. Mr. Antonio Gogorza is vice-consul of Portugal and secretary of the consular corps; he is a native of Spain, and a resident of Savannah since 1874. Mr. W. A. Hawkins is a native of Georgia. Establishments of this class, which contribute so materially to the manufacturing and productive resources of the city, are of incalculable benefit, attracting attention to the facilities of this section, and stimulating enterprise by their energy and business vim. Both members of the firm are thoroughly experienced in the business in all its departments, and devote their constant personal attention to its management. No city ever became great or specially prosperous without successful manufacturing establishments; they are the muscle and sinews of commercial progress and development, and should be encouraged. Messrs. Hawkins & Gogorza conduct their business on the most elevated plane of commercial honor and legitimate commercial policy. They have achieved success, which enures substantially to the city's advantage as well as their own.

HAWKINS y COCORZA—*Fabricantes y Exportadores de Maderas de todas clases, Savannah, Georgia.*

La posición geográfica de Savannah respecto á las regiones de bosques de Maderas de estos Estados del Sur, le ha dado siempre gran importancia en el negocio de

Maderas. La industria en este artículo está hoy representada en Savannah por mas de \$3,000,000 y no hay ramo del comercio de esta Plaza que ofrezca á la misma tan sólida riqueza y futura prosperidad. De las varias casas que en Savannah se ocupan en la industria maderera, algunas de ellas son casi colosales por los grandes intereses que abarcan y capitales empleados en bosques y maquinaria. A la cabeza de ellas está la casa de Hawkins y Gogorza; sus relaciones con el Pais y el Estrangero son de tal magnitud, están tan sistemáticamente montados y ocupan tal posicion en el mundo comercial y manufacturero, que exigen una mencion especial en esta obra dedicada á la historia mercantil de Savannah. Esta casa fué establecida en Enero de 1880 bajo la razon social de Haslam y Hawkins. En 1883 Haslam se retiró de la casa y el 1.º de Enero de 1884 Antonio Gogorza entró en la misma, tomando la casa su nombre actual de Hawkins y Gogorza. Este sociedad posee un molino di sierra á vapor, en el pueblo de Wheaton, al interior de este Estado, y otro Molino para machihembrar, cepillar, tornear &, en esta Plaza. Ambas fábricas están dotadas con maquinaria é instrumentos de construccion y sistema mas modernos. Los negocios de que se ocupa esta casa son, en Maderas aserradas y hacheadas, tanto de Pino tea como de Roble, Nogal, Fresno, Ciprés, &; tejamaniles de ciprés, tabloneria cepillada y machihembrada, molduras, torneos &. El molino de sierra en Wheaton está situado cerca de los Bosques de madera de la propiedad de dicha casa, y para facilitar el transporte de troncos desde dichos bosques al molino, los Srs. Hawkins y Gogorza han construido para su solo uso, diez millas de ferro-carril con el necesario número de wagones y dos locomotoras. El rendimiento diario de dicho molino de sierra, en madera de primera clase solamente, es de 27,000 pies superficiales. En maderas hacheadas es difícil calcular el movimiento de esta casa; pero grandes cantidades son embarcadas para el Estrangero. La produccion diaria de su Fábrica de cepillar y machihembrar de esta plaza, es alrededor de 20,000 pies superficiales, además del incalculable número de molduras, cornizas, &c. Su produccion en tejamaniles es alrededor de 200,000 al mes, aunque esta produccion pueden facilmente duplicarla cuando la demanda asi lo exige. Esta casa, además de su negocio con este pais, exporta sus productos á España, Portugal, costa occidental de Africa, Antillas, y Sur de America. Los operarios empleados por esta firma en sus diferentes molinos y dependencias, asciende á 230 hombres y para su albergue la susodicha sociedad posee unas 50 casas además de las cuadras, ganaderos y corrales necesarios para la proteccion de unas 70 mulas y caballos que usan en el negocio. El Sr. Hawkins es natural de este Estado de Georgia. El Sr. Gogorza es nacido en España y vino á esta plaza en 1874; ocupa ademas la posicion oficial de Vice-Consul de Portugal y es Secretario del cuerpo Consular de esta Plaza. Establecimientos como el de los Sres. Hawkins y Gogorzas, contribuyen poderosamente al desarrollo y prosperidad de la Ciudad que los alberga y llaman considerablemente la atencion del mundo comercial por su actividad y energia. Ambos miembros de dicha firma poseen una consumada experiencia en el negocio de Maderas y dedican su personal y estricta atencion al manejo y desarrollo del mismo. Ninguna Ciudad puede llegar a ser notable y próspera sinó posee establecimientos manufactureros que formen el músculo y nervio para su desarrollo. Los Sres. Hawkins y Gogorza manejan sus negocios bajo el mas elevado plan de honor é integridad mercantil, y sus esfuerzos por este camino les ha alcanzado un resultado sumamente beneficioso no solo para ellos mismos sino para la Ciudad y puerto de Savannah.

ECKMAN & VETSBURG—*Wholesale Dry Goods and Notions, Nos. 151 and 153 Congress Street; New York Office, 39 Worth Street.*

In the commercial history of all cities there are some staid old houses, connecting links in the chain of mercantile annals, associating the present with the past—houses, some of whose founders have been busy actors in the drama of events long since buried in oblivion, still on the busy stage of business life, enacting their parts with conservative, careful and honorable policy, tempered with prudential enterprise. Such a position is occupied in the biography of Savannah by the firm of Eckman & Vetsburg, wholesale dealers in dry goods. The business enterprise and solidity of a city are in a great measure indicated by the extent and character of her jobbing houses. The great dry goods houses of the country have ever exercised a powerful influence, and the old, wealthy and successful establishments have become familiar by name and reputation in all sections of the land. Savannah is most favorably situated as to the great arteries and highways of commerce, having invaluable connections both by water and land with all parts of the South, her mercantile ramifications extending through it in every direction, and yearly growing larger and more important; one of the chief factors in her progress has been her dry goods interests, and the history of her largest wholesale jobbing house, while a necessary and integral part of her statistical biography is also interesting and valuable as an historical record and useful for reference. In 1845, R. Einstein and S. H. Eckman associated themselves under the firm title of Einstein & Eckman, for the purpose of carrying on the dry goods business. From the outset they pushed their business energetically, soon taking rank as the leading wholesale house in this part of the country. In 1870, Mr. Abraham Vetsburg was admitted to the firm, the style becoming Einstein, Eckman & Co., which continued until 1877. Mr. Einstein having died in 1875, the family interest was continued, the sons managing the interest of the estate. The firm title was changed at the withdrawal of this interest to the present style, Eckman & Vetsburg. The same policy which characterized the operations of the house through the preceding 30 odd years of its successful existence has been adhered to. Still pushing their trade, their transactions have been carried into the neighboring States, their influence and reputation gradually and surely extended, until it is now the ranking establishment in the South, a position to which it is justly entitled, and which is freely accorded it from their long experience, their extensive transactions, the magnitude of their stock, and the well-known characteristics of the gentlemen composing the firm. Through all the years this house has been in existence, the change it has undergone, the mutations in trade incident to its long career, it has ever maintained with brightening reputation the perfect system, the high degree of mercantile integrity and the elevated business enterprise with which it was founded, and which has rendered its success assured. They occupy one of the most commodious business houses in the city; the building is constructed of brick, with a frontage of 50 feet on Congress Street and a depth of 90 feet, four-stories in height, including a finished basement, giving them 18,000 square feet, which is utilized in the prosecution of their large trade. The business operations are thoroughly organized into different departments, managed by competent hands, all under the direct personal supervision of the proprietors. The stock carried will average \$150,000 in value, the annual transactions will reach \$750,000. They employ sixteen assistants. Their trade extends through Georgia, Florida, South Carolina and Alabama. To successfully manage such a business requires a system of complete thoroughness, and a knowledge of business

only acquired by years of education and experience. Eckman & Vetsburg are the leading house in the Southeast, and their name has become known as a house of ample capital, superior stock and the most admirable business qualifications. Mr. S. H. Eckman has resided in New York for the past ten years as the buyer of the house, while Mr. Abraham Vetsburg attends to the business in Savannah.

LUDDEN & BATES—*Southern Music House, Southern Distributing Depot for Sheet Music, 142 and 144 Congress Street.*

One of the best evidences of the dawning of an era of progress and material advancement in the enterprise of the Southern States is the establishment, in the commercial centers, of houses of the go-ahead determined business ability of foreign capitalists, and the push of their invincible management. The stimulus of their example exercises a most wholesome influence, and those cities in which they have established themselves during the last 15 years already exhibit indisputable evidences of modern enterprise and mercantile activity. This was the electric spark necessary to kindle the slow burning fire of Southern ambition and manhood, and teach them to forget past glories and subsequent disasters in heroic efforts to develop their natural resources and build up a country commercially great. This has been nowhere better verified than in Georgia: her cities have attracted more attention than those of sister States, by the determination and effective energy they are evincing since the civil war to make themselves prosperous, and metropolitan Savannah, with perhaps less bluster and froth, has kept even pace with the foremost, and a bright future is in store for her. In Savannah, Messrs. Ludden & Bates are the best exemplars of this class. Bringing with them from the West the irrepressible vim and fearless mercantile spirit, characteristic of that section, they have in a limited period, despite strenuous competition, built up a business *without a peer* in their line in the entire South, from the Potomac to the Gulf, and in accomplishing this their example has been of incalculable benefit to the city and section. Teach a people the possibilities that exist within themselves and they will essay a like venture. In 1870, W. Ludden and J. A. Bates, of Chicago, established the nucleus of their present magnificent business with a capital of \$20,000. Starting with full confidence in their own ability and a true conception of the latent possibilities of the city, they have taken advantage of every legitimate business factor and principle that would advance their purpose, and they have won the fight, and to-day they employ a bone fide capital of their own earnings of \$150,000, and represent the most prominent and meritorious musical houses in this country and Europe. Their trade has not been trammelled by the trade limits of the city, they recognized no special tributary country, but pushed their transactions, until their books show customers in every Southern State and Mexico. They carry an average stock of \$100,000 in value, and their annual transactions will reach over \$500,000. They employ twenty-five assistants. Their business premises are commodious, well lighted, and convenient, among the largest in the South; the building has a frontage of 60 feet by 60 in depth, four-stories in height, including the basement, giving them 15,000 square feet of floor surface, which they utilize in their business. They, in addition to their own make, are agents for the very best pianos and organs in the world, for musical publications and musical merchandise. Always on the alert to improve their own facilities, and recognizing the fact that any undertaking that attracts favorable attention to the city has an indirect beneficial influence upon their own business, they have manifested their public enterprise by establishing

the publication of a family monthly magazine, called *Home, Sweet Home*. They contemplate the establishment of a piano factory in this city at an early date. The house has branch establishments in Macon, Augusta, Columbus and Rome, Ga.; Goldsboro and Charlotte, N. C.; Greenville, S. C.; Jacksonville, Fla.; Meridian, Miss.; Knoxville, Tenn.; and New York City the headquarters for their importation. Mr. J. A. Bates, the managing partner, has been educated in the business and has a valuable experience. Business men of this undaunted spirit are those who build great cities; unceasing and untiring in their exertion, and irresistible in their ambitious enterprise, they create a wholesome business activity and competition that result in vast good to all branches of trade. Honorable and liberal, the house of Ludden & Bates is a credit to themselves and to the city.

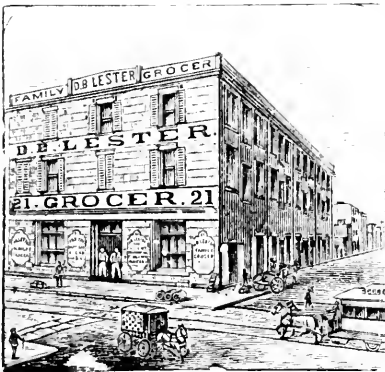
PALMER BROTHERS—*Hardware, Rubber Belting, Agricultural Implements, Dupont's Powder, Fairbanks' Scales, 148 and 150 Congress and 149 and 151 St. Julian Streets.*

In the enumeration of the commercial enterprises of cities it is interesting to note the ratio of influence exercised by the different branches of trade comparatively. The statistician, in collating data and tabulating the results, has unusual facilities for forming estimates, and observing the bearing on the general thrift and progress exerted by each in the special inducements presented by cities to capitalists in quest of investments, or business men seeking favorable locations. Among these, basing our judgment on an experience of several years in the business, we would unquestionably give precedence to the various business branches connected with iron in its manifold commercial and manufacturing industries. The generic term hardware includes all articles fabricated out of iron and, its chief result, steel, the application being general in its signification. Its utility, in its influence, comprehends all pursuits, whether of art, science, mechanics or labor, and there is no branch of business that is such a potent auxiliary in extending and enlarging commercial and mechanical progress, and fostering business relations with other States and cities among the houses devoted to this branch in Savannah. That of Messrs. Palmer Bros. may be justly regarded as the foremost regarding an exclusively hardware business. This establishment was founded in 1866 by Palmer & Deppish, with a capital of \$1,200, and conducted successfully by them until 1876, when Mr. D. died, and the present firm succeeded—composed of S. B. Palmer and H. A. Palmer. In 1882 Mr. H. W. Palmer became a member of the firm. Experience in any pursuit in life is justly regarded as equal to capital when the ability exists to profit by it, and when this exists, in connection with intelligent enterprise and sterling business principles, success is but a question of time. The senior of this firm, Mr. S. B. Palmer, evidently merits to be ranked in this class, his experience being reckoned by a period of 40 years, and singular to note, he began the study of the business in 1844 in the store he now occupies. In the estimation of his fellow citizens he has been found worthy of entire confidence and consideration. The firm in the management of their extensive business have manifested a rare judgment and thorough comprehension of its various details: always alive to improvements and modern ideas, their stock is kept fully up to the standard observed in the large Eastern and Western cities; as importers and jobbers they have established an enviable reputation for keen discrimination, and may be fairly regarded as experts. They occupy the large four-story double brick building 148 and 150 Congress Street, with a frontage of 42 feet on both Congress and St. Julian

Streets, with a depth of 60 feet, thus utilizing 10,080 square feet of floor surface in the prosecution of their business. They carry an average stock of \$50,000 in value, including all articles pertaining to the hardware business, for mechanical, agricultural, artistic and scientific purposes. They employ nine assistants. The trade of the house extends throughout the States of Georgia, South Carolina, Florida and Alabama, the transactions amounting to \$250,000 annually. S. B. Palmer is a director of the Southern Bank; H. A. Palmer is a director of the Skidaway Shell Road. The relation of bare facts in connection with this house is argument enough without comment on our part.

D. B. LESTER—*Grocer, 21 Whitaker Street.*

In an historical review of our mercantile interests, there is no department of trade which forms so directly the connecting link between the avenues of mental and physical labor as that branch which supplies the needs of every home and table.



Of the many firms and individuals in this city engaged in the grocery business, it may be safe to assert that none in this section of the city presents a more full and complete stock, or is conducted with a more thorough knowledge of the requirements of the trade, than the establishment of Mr. D. B. Lester. Mr. L. started his present business here in 1874, and always keeps on hand a choice assortment of fine family groceries, and everything pertaining to this line of trade, the amount of stock varying somewhat with the season of the year. Four floors of the building at

No. 21 Whitaker Street are required in storing the supplies of this well-known house. The first floor (or cellar) is used exclusively for a wine cellar, and is filled with a large stock of the various brands of wines and liquors, such as old Duff Gordon Sherry, Oporto wines, old Madeira, Sweet Catawba, Georgia Scuppernong, fine French brandies, Jamaica and Santa Croix rums, Old Tom gin, peach and apple brandy, and everything in that line to complete a first-class stock. The second floor is the retail department. The shelves of this entire floor are enclosed with a glass front, showing off to great advantage every article kept in this large establishment. The third floor is used for storing heavy groceries, such as flour, rice, bacon, soap, starch, coffee, and all kinds of canned goods. The fourth floor is used for vegetables, wood and willow ware, etc. Five assistants give courteous and prompt attention to all who visit this establishment, and goods are delivered promptly to customers in all parts of the city. Mr. Lester is sole agent in Savannah for the celebrated Mohawk whiskey, the price being but \$3.00 per gallon. Orders are received from both city and suburban customers for goods in the grocery line, and the transactions of the house compare favorably with those of contemporary establishments. Mr. Lester was born in Bullock county, Georgia, in 1851, and is comparatively a young man. He has resided in Savannah for fifteen years, and deserves credit for the large business he has built up and the systematic manner in which he conducts it. Not only for the excellence of stock, but for the promptness and efficiency of the business transactions, is this house entitled to liberal mention among the progressive mercantile enterprises of this city.

R. B. CASSELS—*Wood and Coal Dealer, Taylor and East Broad Streets.*

The manner in which the wood and coal business is conducted in this city gives it a wider range and scope than is usually attached to it. It has attracted a vast amount of capital, and numerous houses have been established for the handling of large or small quantities. Mr. R. B. Cassels started in this business here in 1871, and has achieved a very prosperous career. With a comprehensive knowledge of its requirements and by straightforward business transactions he has established a flourishing and gradually increasing trade. The premises occupied by Mr. Cassels are ample for the prosecution of his business, and are conveniently supplied with sheds and coverings, and all the latest appurtenances for sawing or splitting wood to any desired length. Here will also be found a large supply of wood, and anthracite coal from Pennsylvania, which is delivered to purchasers in any part of the city, and orders filled for parties residing on the Savannah, Florida and Western, and Charleston and Savannah railway lines. The sales in wood constitute the main portion of this business, and fifteen employees are required during the busy season in handling the stock. The business policy of the house is enterprising and liberal, resulting naturally in the marked success which has attended its operations. Orders by telephone are promptly filled, and this house compares favorably with similar concerns in the city. Mr. Cassels was born in Liberty County, Ga., and upon coming here, in 1871, embarked in his present undertaking, which has enjoyed a continuously successful career. He is prepared to furnish supplies in this line to the public promptly and satisfactorily, as a trial will convince any one.

P. O. KESSLER & CO.—*Importers of and Dealers in Guns, Rifles, Pistols and Sporting Goods, 174 Broughton Street.*

In a city whose vicinity, like that of Savannah, abounds in the choicest game of all descriptions, including some of the most tempting and delicate of the game birds, such as partridges, grouse, woodcock, etc., not to speak of larger game, the necessity of an establishment dealing exclusively in sporting goods and ammunition has long been felt by its sportsmen, but until lately that want was unfilled. On January 1st, however, Mr. P. O. Kessler started such an establishment at 174 Broughton Street. His stock is as complete as can be desired, embracing all the most celebrated brands of shotguns and rifles, pistols, and in fact everything which the most ardent hunter and lover of the chase could desire. He is agent for the best English, Belgian and German makers, of whose best goods he has a complete line, his entire stock amounting to \$5,500 in value. His business, for so short a space of time as up to date, has opened well, and promises at no distant period to assume very large proportions. Mr. Kessler is a native of Sahl, Prussia, but has resided for some time in America. His profession, which he has followed all his life, was learned in Germany, he having followed it from boyhood, and is therefore thoroughly qualified for it. He has made several important inventions and improvements, among them a very ingenious cartridge shell, and also a powder flask. He is a gentleman of good character and stands well in the community, and with his determination to succeed will no doubt, with the excellent beginning he has made, realize all his hopes. His store fills an important want in Savannah, and we cheerfully recommend it to all who wish the very best goods at the most reasonable prices. A visit to his establishment will be appreciated, as he is always pleased to show his goods to any who may desire to see them, even if not with the intention of purchasing.

H. FRASER GRANT & CO.—*General Commission Merchants, Cotton, Rice and Naval Stores, Agents for Standard Fertilizers, 72 Bay Street.*

The situation of Savannah with reference to the great cotton and rice growing and naval-stores producing districts of the South, and her geographical position on one of the great estuaries of the Atlantic ocean, has given her unsurpassed advantages which, with proper development, will in the not far distant future class her among the commercial cities of the country. The magnitude and extent of her trade in these staples is represented by millions, and it is yearly growing, bringing her forward, overshadowing the claims and pretensions of rival cities in the South. The lack of public spirited enterprise, which has heretofore retarded the development and utilization of the latent resources of the South, is being supplied by the present generation of business men, and the stigma of slothful incapacity being rapidly removed. This is especially observable in Georgia, and in no locality more than in Savannah. Without the frothy, noisy pretensions of some of her sister cities, she is quietly and with self-assertion making solid, permanent progress; built on the firm foundation of facts, tangible evidences of material strength, her growth is not ephemeral. Prominent among this class of business men, who in their desire for personal aggrandizement never lose sight of their city's welfare, we place by general concession H. Fraser Grant, the present President of the Savannah Board of Trade, and Treasurer of the Rice Planters' Association, positions accorded him in acknowledgment of his enterprise, ability and disinterested public spirit. In 1870 Mr. Grant established himself in the cotton factorage business, to which he afterwards added rice and naval stores. This branch of the commission business is peculiar to the South, resulting from the inability of the planter and producer to cultivate, harvest and market his crop, from various causes, the principal of which is limited capital, or indisposition to sacrifice valuable time to effect results which can be better accomplished through the offices of the commission merchant, who is educated to the business. Its importance to the agricultural interests, after all the main dependence of the South, can be readily inferred, and but for the assistance thus rendered, the efforts to regenerate and stimulate the material interests of the fairest portion of this country would be but as the labors of Sisyphus—unending and ever resultless. It is therefore also patent that this business, from the confidential nature of its relations, and the strict integrity requisite to make it effective and mutually profitable, should be in the hands of active, able men, of unimpeachable reputation and spotless character. Of course, as in the fairest creation of the human intellect, there will always exist a blemish or flaw, which oftentimes renders the *tout ensemble* only the more attractive and seductive; so in business pursuits, those who stray from the paths of rectitude and conscientiously fair dealing, only render the straightforward, upright merchant the more successful, the better appreciated. Men form the character of a business—the reflex of their own character gives it commercial prestige and status. H. Fraser Grant brought to this business his high-toned ideas of personal and mercantile honor, and success rewarded his efforts. In 1880 Mr. E. E. Cheatham became a partner in the business. Mr. Grant having been raised a rice planter, enjoys peculiar advantages as a factor. Both gentlemen are native Georgians. The transactions of the firm extend through Georgia, South Carolina, Florida and Alabama, the handlings amounting in a season to some 8,000 bales of cotton, 75,000 bushels of rice, and 30,000 barrels of naval stores. This is one of the most prominent factorage commission firms in the South.

DAVIS BROS.—*Art Dealers, Booksellers, Stationers and Printers, 42 and 44 Bull, Cor. York Streets.*

The Americans are essentially a great reading people, and every year the taste for reading solid literature is growing. The cultivation of this taste is an evidence of advancement in refinement and culture, and we believe the reading nations of the earth are those who excel in business, commerce, science and art. Of the several firms in this city engaged in the book and stationery business, it may safely be asserted that none are better stocked, or conducted with a more thorough knowledge of the requirements of the business, than that of Davis Bros., located at the corner of Bull and York Streets. This enterprise was started in 1879 and has enjoyed a prosperous career. A fine and well selected stock of artistic goods is carried, as well as a full supply of stationery, both fancy and staple. Straw and manilla wrapping papers, paper bags, twines, ink, school books and supplies, and artists' materials, are also included in stock, and the trade is principally with the most intelligent classes, to whom they can always offer advantages in the purchase of books and the selection of libraries not to be excelled by any contemporaries, either here or elsewhere in the State, and which has given them a position in the trade rarely acquired except by many years of exertion and experience. Seven assistants are required in the business, and the building occupied is admirably adapted to the proper display of goods in this line. The stock of stationery carried by this establishment is the most complete and best selected in the city, always embracing everything desirable, new and costly. Besides these essentials, they make a specialty of supplying commercial blank books, blanks and printed forms of all kinds, evincing a taste and discrimination in this department highly conducive to the wants of the trade and healthy enlargement of custom in this line. The minor articles pertaining to the business are by no means overlooked. The best grades of pens, lead pencils and various sundries are kept in ample quantity and different qualities. A fine collection of fancy goods pertaining to this class of business will be found here, especially during the holiday season of the year. Messrs. H. C. and L. E. Davis compose this most popular firm, both natives of Atlanta, Ga., and residents of this city for the past five years. Indefatigable in the pursuit of this business, for which they possess marked talent and appreciative comprehension, Messrs. Davis Bros. supply a large city patronage and receive orders in large number by mail. With seven years experience, their success and the high estimation in which they are held by those who have had dealings with them, as well as the public generally, are sufficient guarantees not only of integrity in business transactions but of general characteristics, entitling them to the entire confidence and respect of the community.

R. H. GILES—*Plumber and Gas Fitter, 36 Drayton Street.*

Mr. Giles, who is a thorough and practical plumber, conversant with the minutest details of his profession, is an energetic and practical business man, who by his industry has fully merited the success which has come to him. Owing to his favorable location, general reputation, and the excellent character of the work which comes from his establishment, there is to-day no one here more trusted than himself. He superintends all work done in his establishment, and his guarantee is sufficient to insure its being good. His stock is varied and complete in all its details. Mr. Giles is a gentleman of high character, both in and out of business circles, and his work has a reputation which is second to none in Savannah.

CARNETT, STUBBS & CO.—*Cotton Factors and Commission Merchants, 94 Bay Street.*

Among the many industries that have tended to enlarge and extend the commercial importance of Savannah, perhaps no one has had a more favorable influence upon the mercantile relations of the community than the cotton trade, and certainly no house in the trade exhibits more energy and enterprise than that of Garnett, Stubbs & Co. This establishment enjoys a reputation of which the proprietors have a right to be proud, and deserves more than a passing notice in a work devoted to the industries and commercial pursuits of Savannah. The business is conducted on the highest principles of honor, with great energy and ability, and to these facts, together with the genial, courteous manners of the members of the firm, is due the eminent success it has obtained and the prominent position it occupies in the commercial affairs of the city. This enterprise was founded in 1866 by Groover, Stubbs & Co., and this firm being dissolved in 1876, the business was continued by C. F. Stubbs & Co. In 1881 the senior member of this firm died and the present one was organized. The business of this firm is large, requiring the assistance of sixteen competent and experienced men in the various departments of the establishment. Their consignments are largely from South Carolina and Georgia, but obtain some supplies from Florida and Alabama also, and are amply prepared to make liberal cash advances on consignments, also furnish bagging and ties. They handle between 35,000 and 40,000 bales of cotton each year, and this house ranks among the largest in the city. The individual members of the firm are Messrs. John K. Garnett, Thos. F. Stubbs and M. Y. MacIntyre, all native Georgians, who have been engaged in this line all their business lives. Prompt, reliable and honorable in all transactions, this house is justly entitled to the esteem and confidence of the general public.

JO C. THOMPSON—*Wholesale and Retail Groceries, No. 166 Broughton, corner Barnard.*

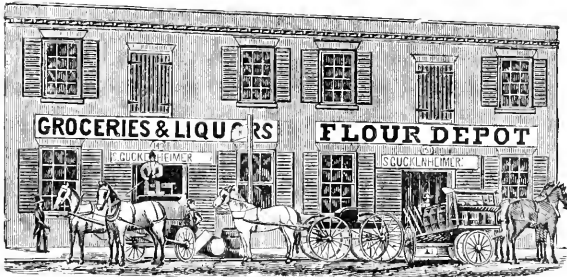
The best evidence that the South, and particularly that Savannah, is as wide-awake and energetic as any other portion of the Union, is evinced by the number of young men who of late years have started business on their own account, and persevering in the face of every difficulty have disputed, and still dispute, the palm of business enterprise with old and long established houses. No better evidence of this fact is shown in Savannah than by a glance at the grocery store of Mr. J. C. Thompson. This gentleman, though established only since 1876, has already won a position in the mercantile world for energy and reliability, and all the qualities which make a successful business man, not excelled by firm or individual in Savannah. He was formerly in the cotton and commission business, but determined to start for himself in 1876, and has succeeded beyond his expectations. His store is 35x50 feet in dimensions, well ventilated and arranged; the stock is valued at \$6,000, and the annual sales amount to upwards of \$100,000. Mr. Thompson deals largely in all kinds of country produce, rice, hides, tallow and other articles of general use, of which he receives large consignments. Six hands are employed at good wages. Mr. Thompson is a native of Augusta, Ga., but has lived in and identified himself with Savannah and its interest since boyhood. He stands well in all respects and is generally popular with all classes. His success is an eloquent lesson to all who may falter in the work of life—and a visit to his busy establishment will well repay the time spent there. We would recommend him to all who would wish fair dealing and the best articles to be obtained.

PETER LINDENSTRUTH—*Jeweler, Broughton Street.*

Among the jewelry establishments of Savannah, noted as they are as being equal to any in the country for elegance and taste, there is none more conspicuous than the well-known one of Mr. Peter Lindenstruth. Situated in the central portion of the city, in a locality most favorable for trade, it has since its inception taken and retained a position second to none. Here may be seen all the latest and most popular styles of jewelry, selected from the leading manufacturers of the country, and arranged with a taste and eye to effect which enhance their beauty in a marked degree. Mr. Lindenstruth sells the finest watches of American and European make, all guaranteed, and which invariably give satisfaction to the buyer in all respects. The stock is large and varied, and the sales (which extend over the city and State) reach a large yearly amount. Mr. Lindenstruth is a native of Sweden, but has resided in America for many years. He has had a long and thorough training at his profession, and is a careful and conscientious workman, and commands the respect and esteem of his numerous customers. His workmen are all skillful, and under his supervision turn out work equal to any in the city. No establishment in the city is more deserving of patronage than this popular and well-known house.

S. CUCKENHEIMER & SON—*Wholesale Grocers, 149 and 151 Bay Street.*

In the history of the advance and development of cities from the condition of villages, through the period when, throwing off the habiliments of uncertain youth, they begin to assume the lusty, vigorous characteristics of self-reliant manhood, and assert their claim to metropolitan recognition, the wholesale grocery trade must always occupy a prominent position, as it conduces more than any other branch to a prosperous and progressive passage through that critical age in the lives of all commercial centers—the future being dependent entirely on the enterprise and fearless business operations of their merchants. There



is no more important factor in this commercial growth, no more unerring index by which to judge of the possibilities of a city, than the grocery trade. It is the mercantile barometer, by which to foretell approaching prosperity or wrecked anticipation. Savannah has a number of grocery establishments, all we believe in a prosperous condition, the most prominent of which (forming our judgment from general acknowledgment) is that of S. Guckenheimer & Son. A striking example of progress, and of what energy, quick perception of business and fair dealing may accomplish, is afforded by the history of this well-known house, which has become one of the landmarks of the city. We accord them this position, not from any claims made by themselves, not from any desire to make invidious comparisons, but from the fact of their long connection with the business, their extended transactions, high standing and marked reputation. This house has from the outset taken a conspicuous position for energy, industrious application, and rapid and solid increase in their business. The commercial biography of all prosperous cities evidences in no uncertain language that the first architects of their mercantile structure were houses such

as this. Sedulously attentive to their own affairs, and ever quick to exert their influence for the general thrift, they have pursued their course in legitimate channels, and gained prosperity by honorable, upright business policy. This business was established in 1860 by S. Guckenheimer, the senior of the present firm, with small capital. In 1865 the firm title became Guckenheimer & Selig, which firm was dissolved in 1872—Mr. Selig having died in 1870. The terms of partnership permitted (while it did not enjoin) the continuance of the family's interest in the business for two years subsequent to his death. Mr. Guckenheimer continued the business alone from that date until 1877, when by the admission of Mr. E. J. Acosta, Jr., the firm was changed to S. Guckenheimer & Co. In 1880 this firm changed, and Mr. Guckenheimer succeeded; and in 1881, by the admission of his son, Mr. Sam. S. Guckenheimer, the present firm name of S. Guckenheimer & Son was adopted. From the small beginning before alluded to, this business has grown to be one of the largest in the whole South, the stock carried being very large and comprehensive, including every article pertaining to this line, and the yearly transactions approximating almost \$1,000,000. The extensive buildings occupied are hives of industry and activity; the main building has a frontage of 60 feet on Bay street by a depth of 90 feet. The carrying on of operations in this building under the direct supervision of the proprietors enables them to guarantee the purity and quality of all goods put upon the market, and gives them a reputation second to none. In addition, they have a warehouse for storage 60 feet by 90 feet. Some idea of the extent and magnitude of their transactions may be had from the fact that they employ over twenty hands in various capacities, and that their trade radiates through the States of Georgia, Florida, South Carolina and Alabama, reaching all important centres. Another fact which will give some idea of the stock carried: they bring flour in train loads—one purchase requiring a train of fourteen cars to transport it. In every characteristic indicative of business enterprise and management they are well endowed. As an evidence of the public appreciation of his qualities as a business man and public spirited citizen, Mr. Guckenheimer has been selected to hold positions of honor, trust and confidence. He is a commissioner of the Sinking Fund of the City of Savannah, and a director in the Merchants National Bank. He is a member of the Board of Trade and of the Cotton Exchange.

P. J. GOLDEN—*Millinery and Straw Goods, 134 Broughton Street.*

This well known and extensively patronized establishment was, until recently, conducted by Mrs. Anna Golden, but on her death Mr. P. J. Golden assumed the control, and has vigorously advanced it in every respect. The business was started in 1865 by Mrs. Golden, with moderate capital, since increased, and by care and attention it has grown until now the stock is estimated at \$3,000, and the annual sales at \$15,000. The store is 60 x 30 feet in dimensions, and contains a complete and fine assortment of all that pertains to the millinery trade, all of the goods being of the best quality and finish. An important branch of the business, and one to which particular attention has been paid, is the manufacture of Hair goods, and in this respect the establishment can boast of producing an article not inferior to any made in the country. Mr. Golden is a native of New York, born there in 1834, but has lived in Savannah since 1855, participating in the rapid and healthy growth of the city from that period up to the present time. He is a gentleman of excellent standing and business capacity, generally popular with his numerous customers.

J. W. TEEPLE—*Cotton Ginner and Purchaser of Cotton in the Seed (Uplands, Sea Islands, etc.), and Dealer in Cotton Seed, Nos. 2 and 4, Williamson Street.*

Cotton, above all other products of the soil, requires a careful and thorough cleansing from all impurities, before being fitted to be baled for export, and to accomplish this ginning is necessary. The immense amount of cotton received at Savannah has given rise to several establishments for ginning, and among these the largest by far is the well-known one of J. W. Teeple, which has been in existence since 1867, and has always maintained its place at the head. His trade is now general through Georgia, South Carolina and Florida, is rapidly increasing, and swells the aggregate amount of trade in Savannah. The establishment comprises one gin-house, 50 feet square, which contains one engine of twelve-horse-power; one warehouse, 24 feet square, in connection with gin-house, and a building, 75 feet square, for storage and salesroom. His office is at Nos. 2 and 4 Williamson Street, where he transacts a lucrative and satisfactory trade, which is steadily increasing. The ginnery is situated on the Thunderbolt road, one of the most beautiful suburbs of Savannah. He gives employment to upwards of twenty hands, who receive ample pay for their services. Mr. Teeple is a native of Canada, but having lived in Savannah for the past twenty years is as much interested in the city and her development as any native-born citizen. He purchases, at the best prices, upland and sea island cotton in the seed, also deals largely in cotton seed, and buys cotton in bulk at liberal prices. We cheerfully recommend him to all who need work in his line, as one who is most liberal and fair in all transactions, and with whom it is a pleasure to deal.

DALE, WELLS & CO.—*Manufacturers and Dealers in Yellow Pine Lumber and Timber, Wheaton, East End of Liberty Street.*

The history of the lumber interests of this city presents to the gatherer of statistics facts of unusual interest. Savannah is most advantageously situated in a section of this country remarkable for the prolific growth of timber. The development of this important trade in its various branches has given constant employment to numerous laborers and skilled mechanics, and listed in active service as much executive and financial ability as any branch of business in which human energy and enterprise have been employed. Among the most prominent establishments in this connection, the mills of Messrs. Dale, Wells & Co. may be said to occupy a leading position, not only for the magnitude and range of their operations, but also for the excellent quality of their products. This enterprise has been in continuous operation since 1868, and has had a most successful career in every respect. The present firm are successors to J. J. Dale & Co., Mr. F. W. Dale having bought one-third interest in the business, and he is now superintendent of the mill in the timber district. The mill is situated 66 miles out on the Savannah, Florida & Western R. R., in a part of the country abounding in timber, and is provided with all the modern machinery and appliances, for insuring rapid and perfect work in this line. Fourteen miles of tram-road are used by this firm in carrying timber to the mill, and three engines are required in prosecuting the work. Every facility that could be desired is enjoyed here. In the several departments of the work 175 employees are engaged constantly, who receive liberal wages. Mr. J. J. Dale is from Wisconsin, is experienced in the lumber business, and under his careful and conservative management the operations of the house are sure to be extended. Mr. David Wells, the other member of the firm, is from Pennsylvania; he has resided here thirty-four years, possesses many friends and

patrons in business circles, and is energetic and in every way reliable, meriting in the fullest degree the consideration awarded him by the public. Collectively, this is one of the most extensive and best known establishments in the South, and a large foreign trade is supplied with lumber and timber, as well as that of the United States, which is extensive. This firm have achieved a place in the esteem of the community as richly deserved as it is sincere.

F. L. GEORGE—*Wholesale and Retail Grocer, No. 32 Whitaker, corner State St.*

The immense growth of the grocery trade throughout the Union has stimulated and aided that of all other branches in more ways than one, and has also induced many young men to strike for themselves in this particular line. In Savannah no firm has a more promising future, and none stands higher in all respects than the well-known establishment of Mr. F. L. George; and his success has been as gratifying to his friends as it has been beneficial to himself. Commencing in 1881 with small capital, but an abundant fund of energy and determination, he has worked himself up to a position not inferior to that occupied by any similar firm in the city. His store is divided into one large main room, 40x40, and a wing 20x15, and a cellar, and contains a complete and carefully selected stock of groceries of all styles and grades, averaging in value \$3,000, while the annual sales amount to upwards of \$35,000, thus making a replenishment of the stock necessary several times in the course of a year. Four hands are employed, who are kept busy attending to the numerous customers who come and go constantly throughout the entire day. The store is admirably situated for trade, being in a central part of the city and between the two great thoroughfares, Bull and Broughton Streets. Mr. George is a native of Savannah, born there in 1856, and has during his entire business career been in the business which he now follows. He is well-known throughout the community, is prompt, industrious and reliable, and enjoys the confidence of all classes. His success is remarkable for one of his age, and is a brilliant prestige of the future.

J. H. HENNESSY—*Grits, Meal, Cracked Corn, Etc.; Mill at Cor. Hull and East Broad Streets.*

It is the purpose of this work to aid in the development of the manufacturing and commercial interests of the city, by disseminating such intelligence regarding the advantages possessed by our manufacturers and dealers as will draw attention to their facilities. The Industrial Mills, owned and operated by Mr. J. H. Hennessy, were established ten years ago, and a trade has been built up in the city and vicinity which will compare most favorably with that of any similar concern in Savannah. Mr. Hennessy deals largely in grits, meal, cracked corn, oats, bran, hay, feed and wood, and mill and residence are located at the corner of Hull and East Broad Streets. The building occupied is two stories in height, fifty feet square, with additions, and in the grinding department are two run of stones, which are operated by an engine of twenty-horse power. Six employees are required in the prosecution of the business, and a full line of goods in this department of trade is kept on hand at all times, the sales reaching \$5,000 per annum. Orders by telephone will be promptly and carefully attended to, and none but the best and most desirable articles are kept in stock. Mr. Hennessy is a native of Ireland, but is strongly identified with the progress and prosperity of the city of his adoption. Savannah owes much of its business prosperity to such establishments, which not only produce excellent goods, but whose proprietors are alike noted for probity and honorable business transactions.

T. L. KINSEY—*Manufacturer and Dealer in Lumber; Office, No. 178 Bay Street.*

The lumber trade of Savannah is of much greater magnitude than many people suppose; and it occupies, in some of its various ramifications, a force quite formidable as to numbers. There are but few, even of our best informed citizens, who have watched with sufficient interest its late developments and enlargements, or who have reflected upon the unlimited resources about us, yet undeveloped, but certainly to be drawn upon in the grander conquests of that near and swift approaching future. One half the territory of the United States is destitute of a surplus of timber, and depends upon what the other half can supply. The location of Savannah, and its favorable situation and accessibility to the immense lumber region of this section, place us on the favored, exceptional side of the subject, and render our facilities, in this respect, unsurpassed, if equalled. Mr. T. L. Kinsey came to this city from New York in 1865, and engaged in business as a manufacturer and dealer in lumber and timber, making a specialty of yellow pine, and has attained a most prominent position in the trade. His saw mill on Hutchinson's Island is the largest in this locality, the building occupied being 40 by 180 feet in size, two stories high, and it is provided with the latest and best improved machinery and appliances for work in this line, including two circular saws and gang edgers, the two engines required for motive power aggregating 180 horse power. Thirty employees are engaged at work at all times, and their products are shipped to foreign and domestic ports, in fact, all over the world. The capacity of these works is 40,000 feet per diem, and the annual business transacted reaches \$150,000.

A. E. SMITH & BRO.—*Wholesale Dealers in Tobaccos, Cigars and Liquors, No. 141 Bay Street.*

Savannah is now recognized as one of the greatest distributing points of the South, merchants from all sections coming to her to purchase articles of food and luxury which can be obtained there cheaper than elsewhere. Especially is this noticeable as regards the wholesale tobacco and cigar as well as the liquor trade. Among the firms whose sales extend over a vast section of country, we notice the well-known firm of A. E. Smith & Bro., whose trade extends over Georgia, Florida, South Carolina and Alabama, and amounts to over \$175,000 per annum, and is growing rapidly. Their establishment comprises two floors, each 30x90 ft., and filled with a large and carefully selected stock. The tobacco and cigars are all of the best known brands, and are warranted. They embrace Havanas, Manillas, Key West, the most celebrated manufactures of Virginia, New York and other cities. Their liquors are the very purest obtainable; and, in this age of adulteration, it is with pride that any house can say this. Their wines, brandies and other liquors are selected from the best manufacturers in the country, and are invariably the best, being selected by the firm themselves. Mr. A. E. Smith and Mr. H. L. Smith comprise the firm. They are both natives of Germany, but have lived in Savannah since 1865. They are well known as straightforward and honorable dealers, both here and throughout the South, and stand well in other respects. Those who wish the best cigars, tobacco and liquors, and at the most reasonable prices, can do no wiser thing than to call at this establishment, or send their orders by mail, which will receive immediate attention, and will be satisfactorily filled. Messrs. Smith & Bro. watch keenly the markets where they purchase their goods, and are always wide awake to secure bargains. No firm stands higher or is more respected than they.

SOLOMONS & CO.—*Drugs and Medicines, No. 167 Congress Street.*

The importation, manufacture and dispensing of drugs, medicines and chemicals, at the present day, may justly be ranked among the most important and lucrative branches of business in our city, and there are circumstances connected with the progress and present condition of the several departments which are worthy the attention of the mercantile public. The original apothecary in primitive times was the practicing physician, who imported his own supply of drugs and dispensed them himself. It has not been many years since the legitimate druggist was first known in the United States, for Bishop, in his "History of American Manufactures," says: "The war of 1812, and the commercial restrictions which preceded it, caused such a scarcity and dearness of chemicals, that numbers attempted the preparation of the more prominent articles, and the complete establishment of the manufacturing business in this country dates from that period. Many of these works were undertaken by foreigners who had learned something of chemical manipulations in German, French and English factories, or by capitalists among our own druggists, who made use of foreign skill, or pretensions to skill, in getting their works into operation." The druggist having entered the field, he soon relieved the physician from compounding prescriptions, and thus separated the apothecary from the mere shop-keeper, and elevated the business to a professional rank. And inasmuch as the business touches on the one hand the science of medicine, and on the other that of chemistry, it may be forcibly added, he who is the best educated, who combines worldly common sense and prudence in managing his business, the greatest scientific skill in his calling, is generally the one destined to be most successful in the pursuit of wealth. Our purpose in this work is to refer, in descriptive sketches, to the representative houses in every branch, and in doing this it is necessary to select prominent establishments, considering more particularly those whose success has made them conspicuous, and gained for the proprietors positions eminent in the mercantile history of the city, the character of a business man being properly measured by honorable success. The drug trade of this or any other city is one of the most important factors in the make-up of her commercial interests, and it exercises an influence not out-measured by any other branch. The establishment of Solomons & Co. was founded in 1845, by A. A. Solomons, who afterwards associated his brothers J. M. and M. J. Solomons in business with him, the firm style being changed then to A. A. Solomons & Co. Without any change in personnel the present style was adopted in 1871, and the house has maintained a position in the front rank throughout its career. The premises occupied at No. 167 Congress Street consist of a brick building, 22 by 90 feet in dimensions, three floors and a basement being fully occupied in the transaction of business, while a warehouse 30 by 60 feet is also required for storing surplus supplies. They carry a complete line of drugs, chemicals, patent medicines and pharmaceutical preparations, surgical instruments and appliances, and such sundries as pertain exclusively to their business; the stock is large and complete, the transactions being commensurate in magnitude, while twelve assistants are constantly busy attending to the business of the firm. The extent of the business, which radiates through this State, Florida, South Carolina and Alabama, fully attests the success this firm has met with, and the ability and integrity with which the trade has been managed. They are proprietors of Solomon's pills, and other preparations which have gained a wide-spread reputation. The individual members of the firm are Messrs. J. M. and M. J. and I. A. Solomons, the two former gentlemen having been residents of Savannah for the past forty years, the latter

being a native of our city. Mr. M. J. Solomons is president of the Southern Mutual Loan Association, and Mr. I. A. Solomons is a member of the Cotton Exchange, also a director in the Pulaski Loan Association. Mr. J. M. Solomons is a member of the Board of Management of the City Hospital and Savannah Benevolent Association. These gentlemen give personal attention to the business, ensuring customers and correspondents just and liberal dealing, accuracy in filling orders and prompt attention. This establishment is one of the largest in this line in our city; its proprietors have been engaged in this business since boyhood, and are fully identified with the progress and prosperity of the city, and the house is equally an honor to them and a credit to this, the Forest City of the South.

GEORGE V. HECKER & CO.—*Manufacturers of Self-Rising Flour, Baking Powder, Farina, etc., No. 176 Bay Street.*

Few business houses in this city, or indeed anywhere, have advanced to a position of greater prominence in the commercial world, or attained a reputation extending throughout a larger scope of territory, in so short a space of time, as has the subject of this sketch. It has been the aim of Messrs. Hecker & Co. to produce a superior quality of articles manufactured by them, and their success is shown by the large trade supplied by them. The farina, wheaten grits and baking powder, flour, and self-rising flour made by this firm are considered among the best put upon the market and are universally used throughout the country, merchants keeping them on sale, hotels, steamships and private families being the consumers. Messrs. Hecker & Co. have purchased and adopted the best modern machinery, to be used in the production of these articles. The firm packs their goods in barrels, half barrels, bags and smaller packages for retailers, and most convenient for shipment. Their baking powder defies competition with others manufactured, enjoys a ready sale and wide-spread popularity. The premises are located on the principal business street of the city, convenient for shipment, and the trade is conducted with promptness and ability, goods being delivered promptly to all parts of the city. The territory supplied by this house consists of a large portion of this part of the South, and in amount of business ranks equal to first-class houses of Savannah. The business is conducted upon a basis of liberality and equity that redounds to the great popularity that the house already enjoys. The firm is composed of men of executive ability and enterprise, and their business conduces to the prosperity of the city, as do their goods to the health of our people.

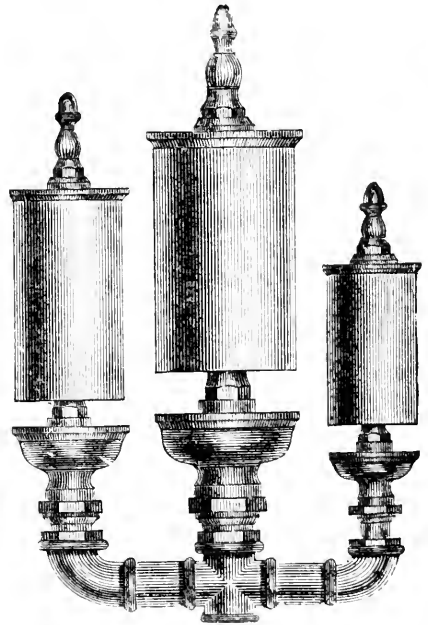
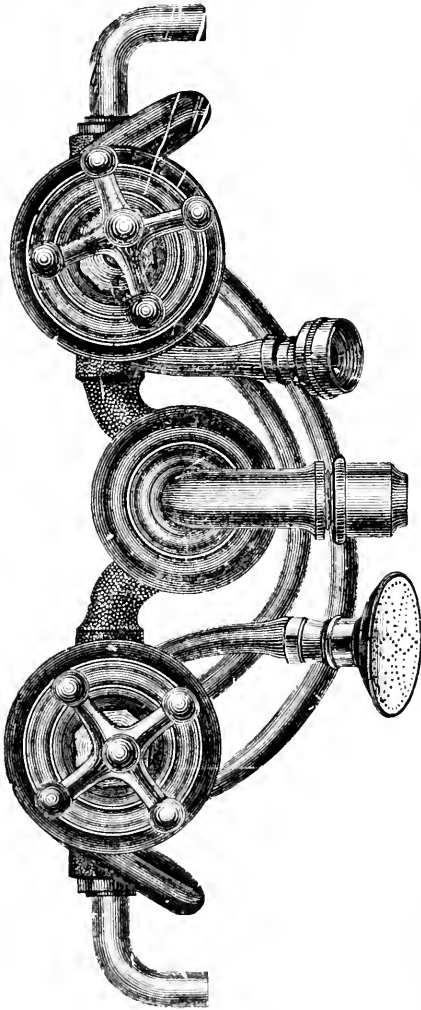
L. J. GUILMARTIN & CO.—*Cotton Factors and Commission Merchants, No. 120 Bay Street.*

Among the representative and staunch firms, that have maintained their standing and integrity through a long and successful business career, that of L. J. Guilmartin & Co. holds by general consent a prominent place. Mr. L. J. Guilmartin, the senior member of the firm, with one exception is the oldest merchant in Bay Street, having gone into the commission business in 1856. Since 1865, though having different partners, the firm name has continued L. J. Guilmartin & Co. Dr. Charles R. Herron, late of Pensacola, Florida, the junior partner, became a member of the firm in June 1880. This firm has ample means and facilities to manage all business that may be intrusted to it, and is too well known throughout Georgia, and many parts of South Carolina, Florida and Alabama to require any further notice from us.

JOHN NICOLSON—*Dealer in Plumbers', Gas and Steam Fitters' and Machinists' Supplies, 30 and 32 Drayton Street.*

The establishment of Mr. John Nicolson is centrally located on Drayton Street, and occupies a very conspicuous place in the business community of Savannah. Mr. Nicolson was born in Scotland, and served an apprenticeship in his chosen profession with the thoroughness characteristic of the Scottish people. He came to Savannah at an early date, started his present business in 1853, and by thoroughness, reliability and excellence of work has risen to be, beyond dispute, the leading plumber

of Savannah. The premises occupied are 30 by 60 feet in dimensions, and are filled with a varied and complete assortment of goods. There is also a beautiful display room for chandeliers, fancy and plain globes, brackets, and, in fact, an endless variety of goods. The house makes



a specialty of pump fitting in all its branches, rubber hose and steam packing, and cut and fit all sizes of pipes up to six inches in diameter. Estimates are cheerfully furnished, on application, to all who may desire them. Mr. Nicolson gives employment to from fifteen to twenty hands,

all well paid and first-class workmen. He is assisted by his son, an active and energetic young gentleman, who ably seconds his father in his work. He is agent for the best manufacturers of goods in his line in the country, and always carries a full and well-selected stock of their goods, which he sells at most reasonable figures. In all respects the establishment of Mr. Nicolson is a model one, and he himself is regarded as one of the most reliable, conscientious and far-seeing business men in Savannah, and worthy in all respects of the most liberal patronage from all.

LOUIS VOGEL—*Importer Cigars and Tobacco, 22 Drayton Street.*

A good cigar is one of the consolations of life which cannot be too highly estimated. It soothes and calms the nerves, after the excitement and rush of business, and aids the digestion, thus being a boon and blessing to all who use it. In view, therefore, of the immense consumption of tobacco and cigars in the United States, it is very important to know where to get the best brands of these articles at the most reasonable prices. In Savannah no establishment sells better cigars or tobacco and all smokers' articles, and few as good, as the old and well-known stand of Louis Vogel. Started in 1866, by the present proprietor, it has from the beginning occupied a leading position among the tobacco stores of Savannah; the elegant quality of its goods is attested by all who deal there—and their name is legion. Mr. Vogel's store is of ample proportions, and stands in a thoroughfare most favorable to trade. He keeps a complete stock of domestic and foreign cigars and tobacco, which he imports direct from the factories. Mr. Vogel was engaged in the tobacco trade fifteen years in Germany, and his products have gained the favor of his customers here. Being a practical workman, his manufactures have taken the first prize at the Savannah fairs. Among the brands of his make are Vogel's Punch, Favorite, Savannah, Centennial, and others. On account of his long experience, Mr. Vogel enjoys unusual facilities, which place him beyond competition. His stock of pipes is varied, consisting of all styles of meerschaums, brier-root, etc. Mr. V. is a German by birth, but has resided in America for a number of years.

MUIR, DUCKWORTH & CO.—*Cotton Exporters and Commission, 132 Bay St.*

Geographically situated in that section of this continent where vegetation indigenous to tropical latitudes flourishes to its greatest perfection, Savannah, by natural laws as well as those of political economy, is dependent for commercial progress and prosperity on the quality and fecundity of her agricultural resources. The fostering and stimulation of these interests logically becomes the most important factor in her mercantile growth and financial solidity. To this end branches of business which encourage production, by facilitating the profitable disposition of these products in the centres of demand, exercise a healthy and progressive influence. The markets of England control, to a great extent, the temper of the demand for cotton and the ruling rates; domestic markets consume but a fractional portion of the supply, hence the coast cities directly, and through them the producer indirectly, are dependent on foreign demand for profitable results for labor expended in production. For the purpose of facilitating their own affairs, English dealers have established branches in this country, managed in most instances by one of the senior partners, as they realize that a business transaction can be better accomplished in person at the centre of production than by middle-men. Savannah has several of these, they may be termed Anglo-American houses, the oldest and most prominent of which is that of Muir, Duckworth & Co., established in Charleston, South Carolina, in 1810, by Walter Duckworth, who was succeeded there by Joseph Battersby, about 1820; in Savannah, in 1842, under firm title of Wm. Battersby & Co., which was changed in 1870 to Muir & Duckworth, the present style being adopted in 1881. The partners are—Francis Muir, who resides in Liverpool, England; Joseph Battersby Duckworth, the resident partner; and Lewis Tatnall Turner. The firm have houses in Liverpool and Manchester, England, and in Galveston, New Orleans and this city. The operations of the house are very extensive, their long connection with the trade

and high commercial standing having given them a world-wide reputation and remarkable prestige in the business; and we question whether any branch of commercial pursuit creates equal or more widely extended reputation than those connected with the cotton trade of England. The transactions of this firm are amongst the most extensive in this country, reaching 180,000 bales annually, 50,000 of which are handled by the Savannah branch. Mr. Duckworth is president of the Savannah Cotton Exchange, and a director of the Cotton Press Association. Mr. Muir is vice-president of the Liverpool Cotton Association. Mr. Duckworth is a native of England, resident of this city since 1867. Mr. Turner is a native Georgian. The biography of such houses, brief though it must be in our circumscribed space, is especially interesting in connection with the rapidly growing cotton trade of the city, which in the last few years has assumed the second position in the United States—gained, against strenuous rivalry, by the sheer enterprise and ability of her merchants.

W. C. JACKSON & CO.—*Naval Stores Factors, 138 Bay Street.*

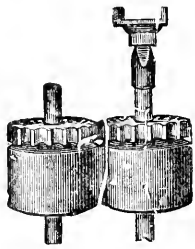
The sudden development of any one branch of trade in a city like Savannah is always a healthy sign. It evinces an energy and push among those most actively engaged in that branch, whatever it be, which must eventually place it among the leading interests. Such has been the case with the naval stores trade of Savannah, which within a few years has attained such proportions as to entitle the city to the rank of the greatest naval stores depot in the country. Among the firms who have been most engaged in this line, and to whom a great part of the increase is due, we notice the firm of W. C. Jackson & Co. Founded in 1877, it assumed the present style in 1873, Mr. J. B. Chestnut being the "Co." Both these gentlemen are natives of North Carolina, but have resided in Savannah seven years. Having been in this business all their business lives, the firm have ample experience, and their general high reputation and capacity insure them the confidence of the community. Their extensive business connections and ample capital make them as desirable a firm to deal with as can be found anywhere; and being in constant communication with the great naval stores markets of the world, they can dispose of consignments at the highest prices. Correspondence with them will doubtless result in profit and satisfaction to all concerned.

W. B. FERRELL—*Parlor Restaurant, 116½ Broughton Street.*

This restaurant, though recently opened, has already become one of the institutions of Savannah, and people who partake of its toothsome and well-prepared dishes wonder how they ever managed to get along without it. Situated on the great thoroughfare of Savannah, and attractively and handsomely fitted up, it is well calculated to tempt the passer by to step in and examine the bill of fare. Everything about the premises is neat and orderly, and conducted with system and regularity. The waiters are well trained and attentive, and always on the alert to serve customers, and the proprietor superintends in person all the work of the establishment, thereby insuring perfection in the smallest details. The table is always well supplied with the best that can be obtained, regardless of price. Mr. Ferrell is a native of Milledgeville, Georgia, but has resided in Savannah since 1845, and is therefore entitled to rank as a Savannahian. An experienced and conscientious caterer, he is well fitted to preside over the establishment; and we advise a call on him at an early date, knowing that he who goes there once will most surely return.

KEHOE'S IRON WORKS—*Corner Broughton and Randolph Streets.*

In all Savannah, teeming as it is with industry and enterprise, there is no more striking example of what can be accomplished by energy and perseverance than this establishment.



Mr. Kehoe is a natural mechanic, and to this has added twenty-five years of steady and persistent attention to his trade, and now stands as high in his profession as any man in Savannah. Within the past year he has built his new foundry, and made additions which have materially increased the productive



power of his establishment. Mr. Kehoe frequently adopts new improvements and modifications in his business, and is always on the alert for such. An eminently practical workman, all work which passes through his shop is planned and finished under his eye, and the slightest imperfection or blemish is carefully noted, and rectified immediately. With his present facilities, he is enabled to be prompt in all his work, and also to guarantee it. He has adopted the MacKenzie cupola and blower, the best in the market. His trade extends over the Southern States. About thirty-five hands find steady employment here, at liberal wages. He makes a specialty of sugar mills and pans, of which numbers have been sold, and also does all kinds of brass and iron castings, architectural iron work, and work for churches, stores and dwellings. A native of Ireland, he has spent most of his life in Savannah, and is fully identified with the city of which he is so worthy a representative.

W. G. MORRELL—*Rice Broker, 76 Bay Street.*

Rice, which is the food of more than three-fourths of the human race, was for a long time only an experiment in the South. The first rice planted was in Charleston, being a small quantity brought from Madagascar by the captain of a trading vessel, and by him presented to a gentleman of Charleston, who, more from curiosity than anything else, dropped them in his garden, where they grew and flourished as naturally as in their native clime. From this grew the cultivation of rice in the South, and with such rapidity that in 1724 over 100,000 hogheads were exported to Europe, the consequence being that the South was probably the richest section of the Union. The war of 1861 only temporarily checked the growth of rice culture, and to-day the annual crop of the South is greater than ever before. Savannah has several houses who deal largely in rice, and among them as one of the most prominent and enterprising, and who by competent attention to their business, and unceasing vigilance in watching the most advantageous markets for the sale of rice consigned to them, we may instance Mr. W. G. Morrell. He has had a life-long experience in the business, and has thoroughly studied the rice question, and to-day no man in Savannah understands more thoroughly his business than he. His favorable location in the most prominent part of the city enables him to keep posted on all current items, of which he is not slow to avail himself. His receipts amount to 25,000 barrels of rough rice and 15,000 of clean rice, and are increasing. His sales extend over the Eastern, Western and Southern States, and being in direct communication with the largest houses in these sections, he is enabled to offer inducements to consignors which but few can offer. Mr. Morrell is a gentleman of high standing in every way, and planters and others having business in his line would do well to open correspondence with him.

KNICKERBOCKER ICE CO.—*142, 144 and 146 Bay Street, Dealers in Ice, Coal, etc.*

It is our duty not only to give a correct history of the business interests of Savannah, but also to note the enterprises of the city individually, and among these, one of the most important in every respect, both from its general usefulness and its important bearing on the other branches, is the Knickerbocker Ice Company. This company is a branch of the Knickerbocker of Philadelphia, and has been established in Savannah about seven years. During that time its trade has increased in a most gratifying proportion. Its sales of ice wagons, tools and machinery extend over Florida, South Carolina and Georgia, in all parts of which the company is well known. The city trade, which consists of the delivery of ice to hotels, steamers and private families, is quite extensive. About five years ago the company also added coal to their business, and its success in this line has been most gratifying. Thirty hands are employed, at good wages, and a large number of wagons and carts. Mr. J. F. Cavannaugh, the manager, is a native of Savannah, and is a gentleman of business ability and tact. Having been connected with the company from its inception, he understands all the details of the business and its management. As the representative of the company, and in other respects, Mr. Cavannaugh is highly esteemed by all, and under his efficient management the company will no doubt continue on its prosperous career.

R. De MARTIN & SON—*Gray Eagle Livery and Boarding Stables, Corner Drayton and Congress Streets.*

This branch of business is one which must elicit the attention of all who are interested in the general welfare of the city and the public at large, as well as forming an important record of prominence among the various industries of the city and State. It is one of those branches whose patrons are found at home and with the traveling public generally. The popular and model establishment in this line is most conveniently located at the corner of Drayton and Congress Streets, in close proximity to the best hotels in the city and the prominent business houses. Ample facilities are provided for a number of animals, and the business is prosecuted in all its details, in that prompt and efficient manner which should characterize these stables as the most complete of any in Savannah. The rigs are acknowledged to be among the finest turnouts in the city, and comprise buggies, single or double carriages, hacks, etc., with all the necessary equipments to meet the wants of an extensive and liberal patronage. Parties wishing to board their horses will find this a most desirable stable, as under the personal supervision of Mr. De Martin boarding horses as well as others receive strict care and attention. From twelve to fifteen horses are kept in the stables, the property of Mr. De Martin, and a fine supply of horses, buggies and carriages can be furnished for wedding parties, funerals, depot and pleasure calls at short notice. Five employees are required here, and horse clipping is done with neatness and dispatch. Mr. De Martin is a native of New Haven, Conn., where he had some experience in this line, but upon coming here, in 1848, was at first engaged in the grocery trade, and subsequently started in his present business, which he has conducted successfully for fourteen years, and enjoys a large city trade. Possessing that adaptation to the business which comprehends its full requirements to meet the public demand, this enterprise enjoys a prosperous and increasing business which fully justifies the liberal mention here accorded to it.

RICHARDSON & BARNARD—*Commission Merchants, Ship Brokers, Agents*
Boston Steam Ship Line, 100 Bay Street.

Transportation is the foundation of commercial prosperity. The supremacy of all great mercantile centers has been achieved by the development of facilities for moving the products of the country, attracting trade, and becoming centralizing marts for the resources of tributary country and inductively distributing depots. The history of all cities, both in ancient and modern times, demonstrates the fact that their positions and reputation have been due to the enterprise and foresight of their merchants, who encouraged and fostered natural and artificial facilities for transportation. Venice, as far back as 1100 A. D., ranked commercially as the leading city of the world. She was for centuries the admiration of all Europe; and the chief instrument of her prosperity, and the main facility of a commerce not equaled by any nation, was her shipping, her merchant marine interests—as in modern times, in this country, cities (as Chicago) have become phenomenally great and prosperous by developing to the utmost all possible facilities for transportation. Coast cities, like Savannah, which rely almost for their very vitality on the agricultural resources of the country geographically tributary to them, are more than others dependent on marine facilities for transportation, for moving their resources, these cities being the depots both for deposition and distribution. Cotton and naval stores are the main factors in Savannah's commerce, are shipped here to be disposed of for the benefit of the producer, and so successfully have her merchants conducted their business that she now ranks as the second cotton and first naval store port in the South; and while credit is certainly due the merchants, the ship-broker and steamship agent is entitled to equal consideration. The most prominent firm in this business in Savannah is that of Richardson, Barnard & Co., established in 1864. Like most other lines of business, ship-brokerage requires special adaptation and education. The gentlemen composing this firm brought to their aid an experience of years; the chief business of the firm is in chartering and loading foreign vessels, both sail and steam. The prompt manner in which this business has been conducted by Savannah operators has attracted to this port thousands of bales of cotton which but for their energy would seek sale and shipment at other ports. In the export of this staple this season to foreign ports Richardson & Barnard have furnished tonnage for about 40 per cent. Where there is necessarily so much competition, this fact is stronger comment on their enterprise, business ability and faithful discharge of transactions intrusted to them, than any opinion we could express. In addition to this branch they also transact a large commission business, which in mutual influence to producers and consumers, or purchasers, is in all commercial centers one of the most important mercantile pursuits, attracting supplies to this market and benefiting domestic trade and demand. In no single way has Savannah been more profitably favored than by the establishment of lines for marine transportation to Northern ports—supplying facilities for moving products, and bringing stock to the trade in all branches at a more economical rate and almost as expeditiously as by rail. Another feature in the progress of both Savannah and Florida is the large winter travel of Northerners seeking the salubrity and clemency of the Southern climate. For evident reasons the sea voyage is preferable to the long tedious and uncomfortable trip by rail, and three-fourths of the invalids and visitors come by the steamships. Messrs. Richardson & Barnard are the agents at this terminal point for the Boston and Savannah Steamship company, who have a regular line of first-class iron steamships sailing weekly from each port. These vessels are pro-

vided with all facilities and conveniences used in first-class steamships, and their management has given universal and unqualified satisfaction. Edward C. Richardson, James M. Barnard, jr., and Clarence S. Connerat compose the firm. Their transactions extend through Georgia, Florida, Alabama, the New England States, and to Europe. As a factor conducive in a very great degree to the prosperity, commercial progress and reputation of the city, this firm occupies a prominent position in the commercial history of Savannah; conducting their transactions in the legitimate channels of honorable business, and liberal in their policy, they have achieved success and gained the esteem and confidence of the community.

H. MYERS & BROS.—*Manufacturers of Tobacco and Cigars, Importers and Distillers of and Wholesale Dealers in Whiskies, Liquors, etc., 135 and 137 Bay Street.*

In reviewing the more prominent branches of trade in Savannah, many facts of special interest are demonstrated to the statistician. Evidences of intelligent enterprise and business sagacity are met with in interests, which in the hands of men of enterprise materially contribute to the commercial advancement and prosperity of a city. Business men who have the ability and judgment to forecast the mercantile possibilities of cities, and the intelligence to successfully organize and manage large establishments and meet the demands of growing trade, not only achieve their own independence and business success, but by their efforts and energy stimulate others to industrious enterprise, and give tone to the commercial reputation of their city. Savannah is fortunate in the possession of some business men who by energy and thrift, vigilant appreciation of her natural and acquired advantages, and who by not only fostering that trade geographically tributary to her, but with shrewd business practicality have reached out, won and held that of other trade centres. They have thus built up establishments and formed business connections not equalled by rival Southern cities, and made Savannah not only a centralizing point of trade, but a radiating one as well. In no branch have these facts been more fully borne out than in the tobacco and liquor business, and in this dual line we find by general acknowledgment the house of H. Myers & Bros. classed first, from their very extensive transactions, the completeness of their stock, and the well-known characteristics of the members of the firm. This house was established in 1867 as Goodman & Myers; in 1873 the interest of Mr. Goodman was purchased by the Myers Bros., and the present firm title was adopted. The resources in the outset were but moderate, financially speaking, but the Messrs. Myers had abundant capital in enterprise, activity and business sagacity, and their business increased rapidly and surely. They pushed their trade with determination, and carried their transactions into neighboring States, extending their reputation and influence gradually and certainly, until the house took rank as the leading one in their lines in this section. Believing in and adhering to the maxim that the true road to success was by honorable dealing and handling first-class goods, they built their reputation on this foundation, and their success has been most gratifying and substantial. They handle the most reputable brands of whiskies, imported and domestic brandies, wines and general liquors, their stock being probably the most select in the State. The Stonewall Jackson Hand-made Bourbon and Rye whisky handled by them has a reputation for purity and excellence not surpassed by any brand in the country. They manufacture these at their own distillery in Madison County, Kentucky, and they are able, from experience and the zealous care exercised in manufacturing, to guarantee this brand as being almost without an

equal. They handle large quantities of these whiskies, and they have given general and unqualified satisfaction. In tobacco and cigars they are among the largest operators in the country. They are proprietors of the Old Dominion Tobacco Works in Richmond, the largest factory in that city, another factory in Lynchburg, Va., the El Modelo Cigar Factory, Jacksonville, Florida, and the Anchor Cigar Factory, New York City; besides which they are agents for some of the most prominent brands in the country. They manufacture also popular grades from carefully selected leaf, and exercise the greatest care and judgment in all the processes of manufacture. Their business premises are large, well arranged, and conveniently located on one of the principal business streets of the city. The building has a frontage of 48 feet by 90 feet in depth, two stories high, and a warehouse 30 by 75 feet, three stories high. They thus utilize 15,400 square feet of floor surface in the prosecution of their business. The stock carried in this city, which is but fractional, will average \$50,000 in value. The transactions will reach \$750,000 annually. Fourteen assistants are employed, of whom six travel through Georgia, South Carolina and Florida, in which States the trade of the Savannah house is located. They also have a branch house in Charleston, S. C.—Myers, Edel & Co. H., S. and F. Myers are the members of the firm, the two first natives and residents of Savannah, the last named of Richmond, Va. Mr. H. Myers is a member of the Board of Trade. The relation of bare facts in connection with a house of this character, as to its importance and influence, is argument enough, without comment on our part, to direct attention to the position held by the proprietors for sterling qualities, and the estimation of the public.

A. A. WINN—*Cotton Factor, 98 Bay Street.*

The cotton factors of Savannah must always hold a most important position in the record of her business and industries. The vast number of bales of cotton which annually pass through the city must necessarily be distributed among a number of firms. Among these we take occasion to mention that of Captain A. A. Winn. He is about entering upon his third year of doing business in his own name, and has built up a very snug trade upon a solid foundation. He has had a long experience in the cotton trade, entering the service of Groover, Stubbs & Co. in 1870; filling the position of cashier and correspondent for the greater part of the time which elapsed between that date and 1877, when the firm was dissolved by the death of Judge Chas. E. Groover. He then became interested with Mr. C. F. Stubbs, the successor of the firm of Groover, Stubbs & Co., subsequently a full partner in the firm of C. F. Stubbs & Co. In 1881 he opened business on his own account, and as yet has had no cause to regret the step then taken. Captain Winn is a native of Georgia, and entered the confederate army in 1861 as a private in the "Athens Guards," of Athens, Georgia, which became one of the companies of the famous 3rd Georgia Regiment. He fought through the greater part of the war with this regiment, filling the positions of sergeant-major and adjutant. In the latter part of 1864 he was promoted to a captaincy and assigned to the command of company "D," Cobb's Georgia Legion Infantry. He participated in nearly all the great battles of the army of Northern Virginia, and made for himself an enviable record. He brings to his business the same thorough qualities which won him success as a soldier. He is a close and constant observer of the cotton business, is active and energetic and looks after the interests of his patrons, and takes a lively interest in the welfare of Savannah and his native State.

S. KROUSKOFF—*Wholesale Millinery and Straw Goods, Flowers, Feathers, Ribbons, Etc., Manufacturer of Ladies' Trimmed Hats, No. 19 and 19½ Whitaker Street.*

There are few industries of the city of Savannah, which this comprehensive work will record, which require a higher and more refined taste than that of the millinery business; but the eminent success which has attended the establishment and conduct of this branch of trade by Mr. S. Krouskoff for the past seventeen years is a sufficient evidence of his thorough adaptation to its requirements. This house was first started in 1865, and two years later was changed to an exclusively wholesale millinery establishment. The stock embraces, in wholesale quantities, millinery and straw goods, flowers, feathers, ribbons and other articles coming under this head, and the manufacture of ladies' trimmed hats and bonnets is also extensively carried on. Two floors of the large building 19 and 19½ Whitaker Street are occupied by Mr. Krouskoff as salesrooms and workrooms, and a large, increasing and lucrative trade has been attained. Twelve girls are employed in this enterprise, and two traveling salesmen are representing the interests of the house throughout this part of the South, large orders being sent in from all the towns and villages in this section. The amount of stock averages from \$25,000 to \$30,000 in value, a larger supply of goods being required to supply the demands of the spring and fall seasons. Mr. Krouskoff is a native of Europe, has been a resident of Savannah for so many years that it is needless to dwell more fully upon his career in this community, his long residence here and well-known business qualities having gained him a reputation no words of ours could add to. Our readers at a distance, desiring to purchase or replenish their stock, cannot do better than to consult Mr. K. before placing their orders elsewhere.

I. DASHER & CO.—*Wholesale and Retail Dry Goods, 145 Broughton Street.*

The dry goods trade of late years has begun to compete with the grocery in magnitude; and this result has been brought about by the enterprise and push of a few large firms in every center of trade. Savannah has contributed her full quota to this development, and may well be proud of the number and standing of her dry goods firms. The firm of I. Dasher and Co. is in all respects worthy to be called a representative one. Commenced in 1868 as Rogers, Dasher & Co., in 1872 it was changed to Rogers & Dasher, and in 1877 to present style, the Co. being Mr. F. W. Dasher, son of Mr. I. Dasher. Their establishment is 30x90ft. in dimensions, four floors in height, and contains a most complete and varied stock of dry goods of all descriptions; velvets, laces, silks, fancy goods, and in fact everything which can please the most fastidious and particular purchaser. The stock carried amounts to upwards of \$45,000 in value; the annual sales reach \$125,000, and are increasing rapidly. The trade embraces the city and surrounding country, and they employ ten efficient and polite clerks. Mr. I. Dasher, the senior member of the firm, is a native of Savannah, and has been in the business all his life, having been formerly connected with Lathrop & Co. His long and varied experience, sound judgment, and eminent business qualities fit him to be the head of such a firm. Mr. F. W. Dasher is also a native of Savannah, born there in 1852. Like his father, he has had a thorough business education and ably seconds him in his business. This firm is one of the landmarks of Savannah, without which a history of the business development of the city would be incomplete.

J. J. REILY—*Dealer in Coffees, Teas, etc., No. 139 Broughton Street.*

In recording the industries of Savannah and the progress made in the last decade in commercial and manufacturing importance, it would be impossible to omit mention of the enterprise of Mr. J. J. Reily. Succeeding A. J. Maloney in 1879, the trade and resources of this concern have more than kept pace with the genuine prosperity of the city. Conducted with every advantage to be derived from a stainless business policy, energetic and enterprising habits, managed with ability and judgment, the success of the house increased with each succeeding year, until at the present time it stands at the head of similar establishments in this section of the country. The premises occupied at No. 139 Broughton Street are ample and commodious, and contain a full line of coffees, teas, paper bags, wooden butter dishes, etc., in which he enjoys a flourishing local trade. Mr. Reily has had experience in this line of business, and is, therefore, a good judge of coffees and teas, and handles only pure and desirable qualities. He is a native of Savannah, and has gained the esteem and consideration of our citizens. Conducting in so great a degree to the substantial benefit of the community, and contributing so strongly to the reputation of the city, Mr. Reily is entitled to the high position he has attained in business circles.

HENRY BLUN—*Stocks, Bonds & Real Estate, 110 Bryan Street.*

The negotiations of loans, and speculation in stocks, bonds and real estate, is in all large cities a very important branch, and the stock brokers of Savannah are not inferior to any in their clear sightedness and business ability. Among those who occupy a prominent position in this line we notice Mr. Henry Blun, who in all the qualities which constitute a successful broker is not surpassed by any gentleman in Savannah. Mr. Blun has had an experience of many years in his business, and consequently is well fitted to transact every detail in the most thorough and successful manner. He is in constant communication with all the great business centres, and is therefore prompt to buy or sell as occasion demands. All business intrusted to him is faithfully carried out. He also attends to the sale of real estate, of which a large amount passes through his hands each year.

HAYWOOD, CAGE & CO.—*Of the "Bay Ice Company," 188 to 194 Bay St.*

The old Bay Ice Company deserves a prominent place in a history of the development of the industries of Savannah, constituting as it does one of the most solid and reliable enterprises in the city. The company handles only the very best Northern ice, free from the impurities which so often ruin the inferior product, and kept carefully stored away in their immense warehouses. It is a branch of the Boston House, which has also branches in Charleston, New Orleans, Galveston, Mobile and Brunswick. The storage capacity is ample, and the central and convenient location, as well as the high general reputation of the company, bring it a leading share of the ice trade of this place. They supply steamers, hotels and private dwellings, their large force of hands and wagons insuring prompt and safe delivery. The capital of the company is large, and they are prepared to sell by cargo, car load or package on the most reasonable terms; in fact, we do not think there is any company in the State which can offer similar inducements to purchasers, nor does any in the United States possess a more firm and solid foundation for their business prosperity. All inquiries are cheerfully answered, and they have the esteem and confidence of their numerous customers.

PAVILION HOTEL—*South Broad and Bull Streets, J. G. Penfield & Bro., Proprietors.*

The first outlook of the traveler on coming into a city is to find a good hotel, and there is nothing which adds more to the prestige of any place than the possession of at least one of those places of public entertainment. In this respect Savannah has quite a number, and among the many houses which have given character to the city, none have contributed in a more marked degree to this end than the well-known and popular "Pavilion Hotel," located at the corner of South Broad and Bull Streets, convenient to the business center of the city and within easy distance of the railway depots. The building is a large brick of modern construction, is three stories in height and contains all the improvements usually found in first class hotels, including the telephone. Messrs. Penfield Bros. succeeded W. H. Johnson in 1880, and the house has been entirely renovated. There are accommodations for seventy-five guests, and the rooms are all well ventilated, handsomely furnished and strictly clean and comfortable. Fourteen employees are required to wait upon those who patronize this house. Families are specially provided for and entertained in first class style. Ladies and gentlemen, visiting Savannah, will find at this hotel the best of accommodations and a table unsurpassed by that of any other house in the country, being supplied with the choicest viands the market affords, and, what is equally as important, has one of the best and most experienced cooks, and polite waiters. No pains are spared to make the sojourn of guests pleasant, and the genial proprietors are well-known citizens, remarkable for their cordial and courteous manners and untiring efforts to sustain the reputation of the house. Messrs. Jas. G. and M. R. Penfield are the proprietors, natives of Bridgeport, Conn., and have been engaged in this business since residing in Savannah. These gentlemen have both been connected with the New York steamers for years and are widely and most favorably known in our city. Transient trade is solicited, and these gentlemen are thoroughly conversant with their business, polite and attentive. To the traveling public the editor of this work would state that no more comfortable hotel can be found within whose walls the ease and luxury of a home are furnished to a greater extent than at the Pavilion Hotel. The house is under the personal management of Mr. J. G. Penfield.

E. J. KENNEDY—*Merchant Tailor, 41 Bull Street.*

The tailoring establishments of Savannah occupy a prominent position in the history of her industries, and among these none have a more extended reputation for good and reliable work in all branches than the well-known store of Mr. E. J. Kennedy. Mr. Kennedy, during the fifteen years of business in this line, has always given satisfaction, and to-day has the reputation of being one of the best cutters and fitters in Savannah or the State. He carries a very full and varied stock of the best foreign and domestic goods, including English, French and German fabrics, from their most celebrated makers, and which stock is always kept up and replenished from time to time to keep up with the styles. In his establishment are always found the latest novelties and fashions of New York and Philadelphia, purchased by him directly and selected under his supervision. Ten to fifteen hands are constantly employed, all skillful workmen. Mr. Kennedy, though born in Europe, is by his residence here of thirty years entitled to rank as a Savannahian. No establishment is more deserving of patronage than this one, and in none can more satisfactory work be obtained.

MEINHARD BROS. & CO.—*Wholesale Boots, Shoes and Clothing, 129 and 131 Broughton Street; New York Office, 34 Thomas Street.*

Among the various enterprises which have contributed to the commercial prosperity of this city as a distributive center, in the extent and importance of its operations, should be mentioned the house of Meinhard Bros. & Co., wholesale dealers in the best grades of boots and shoes adapted to the requirements of the general trade. Comprehending the amplest facilities for procuring and controlling the products of the best and most reliable manufactured and custom made work, this house presents to the trade unsurpassed inducements, both in quality and variety of the stock carried. Dating its origin from 1867, by the consolidation of the firms H. & I. Meinhard and Weil & Meinhard, this firm early produced a favorable impression upon the market by the adoption of a wise business policy, which has been largely instrumental in securing a reliable and gradually growing trade. The premises occupied consist of two three-story buildings, with a frontage of 60 feet and depth of 90 feet, stocked with a full line of goods which are included in the wholesale boot and shoe trade, also of ready-made clothing. In this latter department unusual facilities are possessed, as the firm are engaged in the manufacture of clothing in New York, and are thus enabled to offer ready-made garments at most moderate prices. Clerks, salesmen and porters, numbering twenty-one in all, are busily engaged in the various departments of the establishment here, and all orders sent to this house are filled promptly and in a reliable manner. The immense stock in the several lines aggregates \$175,000 in value, and the successful career of this enterprise is shown by the fact that the capital which approximated \$50,000 at the start has been increased from year to year until now it is placed at \$900,000. The trade supplied is large throughout the States of Georgia, Florida, South Carolina and part of Alabama, the transactions reaching \$950,000 per annum. Messrs. Henry, Isaac and Samuel Meinhard and Elias A. Weil are the individual members of the firm, all natives of Bavaria, Germany, the two first named brothers residing in New York, the latter members of the firm in Savannah, where they are well known for enterprise and ability. Mr. Weil held the position of alderman in 1879-80, and is now a director in the Southern Bank of the State of Georgia. The transactions of this house are characterized by liberality, uniform reliability and fair dealings; and the prominent position they have obtained in the mereantile community, as the representative wholesale dealers in boots and shoes and ready-made clothing of the Forest City of the South, has been secured through their energy and individual efforts to supply to the trade the best articles at the lowest ruling rates.

MRS. R. M. BENNETT—*Dealer in Wigs, Curls, etc., Cor. Whitaker and Hull Streets.*

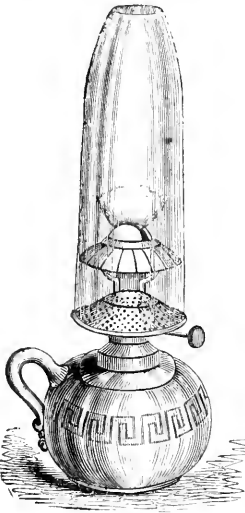
An enterprise especially pleasing to the ladies of Savannah is that of Mrs. R. M. Bennett. Thoroughly acquainted with the manufacture of hair goods in all its details, and by a long experience amply fitted to successfully superintend and carry on the present establishment, she has a reputation not inferior to any in Savannah. She carries a handsome and well selected stock of the best goods in her line, all selected with a view to meet the wants of her numerous customers. All orders sent are faithfully and promptly executed, in a manner not surpassed by any similar establishment. Mrs. Bennett is a lady of high standing, well liked and esteemed, and her establishment enjoys a deserved popularity.

M. STERNBERG—*Diamonds, Watches, Clocks, Jewelry, Solid Silver and Plated Ware, No. 24 Barnard Street.*

The prominence which has been given to the trade in articles of adornment for the person as well as of elegant objects of *virtu* for household use and display in this city in the past few years is something remarkable. Any merchant or manufacturer who can produce something that will please the eye and at the same time render it of use to his fellow-citizens is a public benefactor. This is true in any branch of business, but more especially so in the jewelry business. Mr. Sternberg, the gentleman whose name heads this article, comes often under the head of a public benefactor. He has been the means of laying before our citizens and the surrounding section of country some of the most elegant works of art in clocks, silverware and jewelry that the eye has delightedly rested on, and he has met with corresponding reward. Mr. S. started his present enterprise in 1873 in a moderate way and has annually added to his business, his sales increasing each year, and he enjoys a fair share of patronage of the city and vicinity. Four assistants are employed, who give prompt and courteous attention to all who visit this establishment; while the annual sales reach \$60,000. His storeroom is forty feet front and admirably adapted to the display of goods in this line, of which he carries a full and carefully selected assortment, a specialty being made of diamonds, of which a complete line is kept in stock. Mr. Sternberg is a native of Europe and learned his trade there. His enterprise is located in the strictly business portion of the city, on Barnard Street, between Congress and Broughton Streets, and he gives his personal attention to the trade, special attention being given to the repair of watches and jewelry and executing all designs of engraving. Mr. Sternberg is justly entitled to his present success, it having been gained by a strict attention to business, an agreeable manner and a commercial honesty second to none in our midst.

WM. D. DIXON—*Undertaker and Funeral Director, No. 43 Bull Street.*

Who, that has read of the people who have lived and died before him, has not wondered at the tales of the old Egyptians, and their wonderful storehouses of the bodies of their forefathers preserved for thousands of years, and then of the loss of the art by which it was effected, and of the many attempts and failures to regain it. In connection with this subject, the undertaking business of the present time is of no little importance, and among the houses engaged in this branch of trade in Savannah that of Mr. Wm. D. Dixon is among the most prominent. This enterprise was established here in 1865, and he supplies goods in this line to our citizens and those living in the vicinity, who depend upon Savannah merchants for supplies of all kinds. Mr. Dixon has everything ready for at once answering calls, and keeps on hand a large stock of funeral paraphernalia of every grade, some embroidered by hand and of exquisite taste, and all kinds of artistic designs for the ornamentation of caskets, coffins and biers, and is provided with everything requisite to perform in a satisfactory manner the last rites for the loved and lost. He has three assistants and his establishment is large and convenient. He is prepared to furnish hearses and funeral director when desired, and having had large experience in this department of trade is enabled to attend to his duties in a most satisfactory manner. Mr. Dixon was born in Savannah in 1810, is well and favorably known to all our citizens, and further comment at our hands is unnecessary. This is one of the most extensive and best arranged undertaking establishments in the city.

JAS. S. SILVA—*Crockery, Glassware, Tinware, Cutlery, Lamps, 140 Broughton St.*

Prominent among the many business houses on this busy thoroughfare is the establishment of Jas. S. Silva, a fine brick structure, four stories high, each floor thirty by ninety feet, and packed with crockery from cellar to roof. Mr. Silva commenced business in this city as junior member of the firm of Bolshaw & Silva in 1866; after a prosperous connection with this firm for seven years, he branched off on his own account, and by strict and prompt attention to the wants of the people made them his patrons, and with their assistance has succeeded in placing his business on the substantial basis it now occupies. Having accumulated ample capital, he is able to take advantage of the *cash bargains* so frequently offered, and consequently can afford to sell his goods at lower prices than most of his competitors. A visit to his establishment will convince any one that the assertions in this article are not mere "buncombe" but solid facts, and after pricing his goods you will be further convinced that the place to buy crockery, glassware, tinware,

cutlery, etc., is at Jas. S. Silva's, 140 Broughton Street. To parties living out of the city he will be pleased to furnish prices on application by letter.

WEED & CORNWELL—*Hardware, and Importers of Rio Coffee, 173 and 175 Broughton Street.*

The best and surest test of the prosperity and onward course of a city is shown by the statistics of the annual business of her wholesale establishments, and more particularly by those who import any staple article of food or general use by the cargo. Savannah is probably, outside of New Orleans, the only city south of Richmond which imports by the cargo the great staple—coffee; and in Savannah this branch is limited to two firms, of one of which, and probably the more important, our article treats. The firm of Weed & Cornwell dates far back into the beginning of the present century, and has witnessed the growth of the city from a comparatively insignificant place to one of the leading cities, not only in the South, but in the United States, and by its staunch business principles and high and unblemished business reputation has materially aided and fostered that growth. Founded in 1816 by N. B. and H. D. Weed, from its inception it took rank among the leading firms of the city, and has throughout an existence of sixty-six years, unharmed by war or financial panic, borne and maintained a reputation without stain. The present members of the firms are Joseph D. Weed and George Cornwell, both gentlemen known and respected by the entire community, and who wear right worthily the mantle which has fallen on their shoulders bequeathed them by their predecessors in the firm. They present the unusual spectacle of a large and important house engaging in two separate and entirely distinct lines of trade, and in each being pre-eminent. Their hardware establishment is one of the largest in Savannah in all respects; and in coffee, as already stated, they occupy a unique position.* It is to such firms as these that the lesser lights of trade, in time of distress and panic, look for aid and advice; and as they have never yet in the hour of trial been found wanting, we may be assured that they will continue to be, as they are now, one of the three or four representative houses in Savannah.

F. H. MEYER—*Jeweler, 126 Broughton Street.*

Savannah has in every department of trade stores equal to any to be found elsewhere, and of no line is this more true than of the jewelry. Each store seems to vie with the other in the beauty and artistic display of their exhibits; and among these the handsome store of Mr. F. H. Meyer holds a leading position, both for the elegance of the stock and the superior quality of the work done there. Mr. Meyer started in 1881 with small capital, and by skillful management has increased until now his stock is no less than \$8,000 in value, and his sales foot up \$8,000 to \$10,000. Mr. Meyer is a jeweler by profession, having learned his trade in Germany, which is a guarantee of its being thorough. He was born there in 1854, but has for a number of years lived in Savannah, which he considers his home. His store, which is 22 by 50 in dimensions, is very handsomely arranged, and the stock, consisting of the finest watches, clocks, jewelry sets of all descriptions, is selected by himself from the very best makers, both home and foreign. His general stock of scarf-pins, studs, chains, etc., is of exceeding beauty and variety, some being of a design and finish not to be found elsewhere. He makes a specialty of Waltham watches, of which he has a large stock of the latest designs. He employs two capable assistants. Mr. Meyer has attained his present position in the face of great difficulties, which he has bravely overcome. His establishment, both in exterior and interior decoration, and judicious and careful arrangement of stock, will stand comparison with any in the city, and the business transacted is as safe and his customers as reliable and trustworthy as can be found in the city. We cheerfully recommend him to all of our readers who wish the best articles in his line, and which always are as guaranteed.

A. EHRLICH—*Wholesale Grocer and Liquor Dealer, 157 Bay Street.*

The wholesale grocery trade, which is invariably the great interest by which the importance and prospective growth of a city are measured, has few better representatives of its wealth-commanding power in the South than Mr. Ambrose Ehrlich, now recognized as one of the largest and best wholesale grocery men in this section of the South. While wealth is one of the elements of success, it is a resultless factor without the combination of business sagacity, which acts as a regulator in the government of the force which capital impels. In the history of the rise, progress and development of this great grocery house, an illustration can be found of the part which ability plays in prosperity and the true subordination of capital to adaptability and enterprise. In writing the history of representative institutions it is generally by comparison; but occasionally there is found a branch of business so far in advance of its particular trade that no comparison is possible, save to make it the standard, and speak relatively of the others. Such is the position occupied by Mr. A. Ehrlich, not only in Savannah, but in this and adjoining States. This large grocery house was started in 1877 by Messrs. Loeb & Ehrlich, and in 1883 Mr. Ehrlich became proprietor. The premises in which the business is conducted consist of the three-story brick building, 30 by 90 feet in size, situated at 157 Bay Street, and the stock kept on hand is immense, being of wonderful variety, including syrups, molasses, sugars, coffees, teas, tobacco, canned goods, nuts, crackers, candies, etc., a specialty being made of rice and liquors of every description, the average value being placed at \$75,000. When the house was started in 1877, with small capital, the sales reached \$15,000 per annum, but by industry and close application to business the sales, at the present time, aggregate annually \$350,000, a truly colossal showing. The trade is general

throughout this State, South Carolina and Florida, and the assistance of eight employees is required in the prosecution of the business. Mr. Ehrlich is a native of Macon, Georgia, but has resided here for nearly thirty years, having in that time laid the foundation and attained the success of his present enterprise. He has been engaged in the grocery trade for seventeen years and possesses a large experience in it, besides fully understanding the requirements of such an important business, in this part of the Union. The history of his house is interesting, and shows what can be achieved by the energy and business qualifications of one man, also to what extent a business can be pushed by enterprise and honorable dealing. Prompt, reliable and enterprising, he is deserving of the most flattering success, is fully competent to maintain the high reputation he has built up, and will always be found fully abreast of the times. Mr. Ehrlich has won a wide-spread reputation for honest and upright dealings with all his customers, and there are few business houses in this or any other city that can show such a successful business record.

C. H. DORSETT—*Auctioneer and Commission Merchant, 156 Bay.*

The auction and commission business of Savannah forms a very important item in the list of her industries, and prominent among the houses in this line we notice the well-known enterprise of Mr. C. H. Dorsett. Mr. Dorsett does a general commission business in consignments of goods or products. His knowledge of all the markets, and of the business generally, eminently fits him for the high position he occupies in the business community. Mr. Dorsett disposes, at public or private auction, of all goods, chattels, furniture, etc., always realizing the most advantageous terms for his patrons, who testify their confidence in his judgment and business ability by the large and increasing patronage he receives from them. All his dealings are based on high and unswerving principles; and such is his general reputation, that to have any property, real or personal, in his hands is a guarantee of its being advantageously disposed of. We cheerfully recommend him to our readers who may wish business in his line.

LEE ROY MYERS—*Wholesale Tobacco and Cigars, No. 133 Bay Street.*

The present age is a progressive one, with competition in all lines of business so energetic as to call into active exertion the best business talent, unceasing perseverance and indomitable energy in order to succeed. There are a great many houses in this city which without any ostentation or striving for prominence yet transact a business of unusual magnitude and employ a large capital. Among those houses that have been greatly instrumental in promoting the interests of the tobacco trade in Savannah the establishment of Mr. Lee Roy Myers stands prominent. This enterprise was founded in 1873, under the firm name Goodman & Myers, the present proprietor assuming control in 1880, since which time the business has been enlarged each year and the scope of its operations extended. At No. 133 Bay street, a building well adapted to the business in which he is engaged is occupied by Mr. Myers. It is 30x90 feet in dimension, and the four floors are fully stocked with a complete assortment of various brands and makes of tobacco and cigars. Their supplies have a very wide reputation for superiority, and great care is exercised in the selection of the best tobacco and cigars manufactured. Eleven employees are required in handling the large amount of goods required for the trade of this well-known house, which extends throughout Virginia, North and South Carolinas,

Georgia, Florida, Alabama and Mississippi, the sales aggregating \$500,000 in value during the year 1883. This is one of the largest establishments in this line of trade in this part of the Southern country, and the facilities for supplying an extended trade are unsurpassed. Mr. Myers was born in Virginia in 1852, but has resided in Savannah since 1869, and having been engaged in this department of trade all his business life, is a good judge of tobacco in the several forms in which it is used. He is numbered among our best known and most influential citizens and is a director in the Southern Mutual Loan Association. In every respect this enterprise is worthy of commendation; reliable in all transactions, it is the determination of its proprietor to offer the best goods in the market, at the most reasonable prices, an effort which has been crowned and rewarded with solid and permanent success.

HOLST & CO.—*Ship Brokers and Commission, No. 136 Bay Street.*

New Orleans excepted, more vessels enter Savannah than any other city in the South, and the importance of reliable and energetic brokers, to whom to intrust the interests of vessels coming here, will be at once recognized. Undoubtedly the most prominent ship brokers in Savannah are Holst & Co.; and the skill with which they manage the vessels intrusted them is evidenced by the fact that they have about seventy vessels consigned to them each year—one season as many as ninety-six—and among them are included vessels of all nationalities, though principally Norwegian, Swedish and Danish. The proper care of such a number of vessels requires eminent business tact and ability, and these Mr. Holst possesses in an eminent degree. Born in Denmark, he has resided in Savannah for thirty-four years, being all that time intimately connected with the city and her interests; and to-day no man stands higher in every respect, or is more universally esteemed in and out of business circles, than he. He is vice-consul for Sweden and Norway, which offices he has filled for the last nineteen years. Besides this, he is a member of the Cotton Exchange and the Board of Trade. He also successfully conducts a large commission business. His success in both branches is the result of his own energy and untiring industry. Ship-owners and captains, both native and foreign, will find it to their interest to consign their vessels to Mr. Holst, as in his hands their interests will be well cared for.

A. S. NICHOLS—*Hats and Shoes, 128 Broughton Street.*

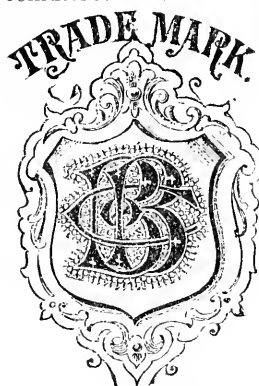
It is a momentous period in the life of any young man when, throwing off all doubts and fears, and heedless of the evil forebodings of those who think they know better than himself, he determines to strike out alone and unaided in a bold search after fortune and success; and such a step should only be taken after due deliberation, and with the resolve not to be turned from his original intention by trifles or even calamities. With the advantages of youth, a good name, and energy, to such a man there is no such word as fail, and the history of every city and town presents examples of those who, thus starting, have achieved success in the face of what seemed insurmountable obstacles. Savannah is not behind her sister cities in this respect, and as example we can offer none more striking and suggestive than the business career of Mr. A. S. Nichols. Starting in 1875 with only \$300 capital, he has in eight years built up a trade and reputation second to none in Savannah. His store is 20x75 ft. in dimensions, and the stock carried amounts to \$16,000, and the annual sales foot up \$45,000—an enormous increase in the capital with which he commenced, his present capital being \$16,000. His trade extends throughout South

Carolina, Georgia and Florida, including Savannah and vicinity. His stock embraces boots and shoes and hats from all the best known manufacturers. He has in his shoe department shoes from the house of Hanan & Son, of New York; Zeigler Bros. & Kelly; Moore & Evan, of Phila.; Curtis & Wheeler, of Rochester, and others, all of world-wide reputation. He also sells the celebrated "Button's Raven Gloss," a preparation of inestimable value to those who wish a dressing for shoes which will not crack the leather. His success is a matter of pride to himself and his friends, who by their large and increasing patronage evince their appreciation of his reliability and enterprise.

BENDHEIM BROS. & CO.—*Manufacturers and Importers of Cigars, Pipes and Smokers' Articles, and Jobbers in Tobaccos, No. 143 Bay Street.*

Savannah, in statistical comparison, both with sister Southern cities and her own commercial condition of a quarter of a century ago, presents striking evidence of individual enterprise. Not only have her merchants built up splendid establishments, extending her trade to every section of the State, but, with keen foresight and conception, penetrated other States, gaining and holding that geographically tributary to other cities, bringing their city prominently forward as an important distributing centre. This is more distinctly pronounced in those branches connected with the tobacco business in its various departments than in any other. A comparison with other branches shows five large and flourishing establishments in that line—we mean jobbers—which, in the generally observed ratio, is more than an average.

Besides, other branches, notably grocers, handle tobaccos, to more or less extent. The tobacco business in this country must, from its magnitude, be always regarded as an interest of the utmost importance. Millions of capital are invested in it, thousands of operatives are afforded employment by it, and the taxes paid to the government by the manufacturers of and dealers in it compose a large portion of the national revenue. Among those houses that have been largely instrumental in promoting the interests of this branch of trade, and who are known wherever in this country tobacco is dealt in and imported cigars are used, Bendheim Bros. & Co. rank prominently in the trade. Louisville, Ky., has the Finzer Bros.; New York, the Lorillards; Savannah, the Bendheims. In the summer of 1869 they established themselves, the firm title being Böhm, Bendheim & Co. They soon took position as an enterprising, energetic addition to the city. Beginning originally in a moderate way, contending with difficulties incident to new enterprises, they gradually augmented the resources of their house, extended their operations, and eventually acquired a position in the community attained by but few. Men of comprehensive views, large capacity and intelligent appreciation of their business, they very soon succeeded in taking a prominent rank among the business men of this section. In 1879, by the retirement of Mr. Böhm and the admission of Messrs. Meier and Henry Bendheim, the firm style was changed to Bendheim Bros. & Co. The partners are Adolph D., Meier and Henry Bendheim and L. Kaufmann, of New York. Their manufactory is in New York City, where they have extensive works and employ a large number of hands. In addition, they are large importers of cigars, in which they have a very large trade, extending all over the United States. They are the



sole agents for goods of Lorillard's manufacture for Savannah and Florida. Their trade in domestic cigars and tobacco and smokers' articles extends through Georgia, South Carolina, North Carolina, Florida, Alabama, Mississippi and South Tennessee. Of late their trade has increased in such a manner, and especially extended in a northern direction, that they, with the foresight they always exhibited, found it expedient, in order to accommodate their customers and increase their own facilities, to open a house further North, in a city offering all the necessary geographical advantages in the way of transportation, etc. For this purpose they have selected the city of Baltimore, Md., where they will establish themselves in time to open for the fall season. The style of firm will be Bendheim Bros. & Co., composed of the same members as the Savannah house. They will be located there in the most prominent part of the city, 244 West Baltimore Street. The stock carried is commensurate with their large business, averaging \$75,000 in value. Their transactions will reach over \$500,000 annually. Fourteen hands are employed in the various capacities. Their business premises are among the most commodious and convenient in the city, consisting of a large brick building, with a frontage of 30 feet on Bay Street by a depth of 90 feet, four stories in height, including a finished cellar. This is one of the largest tobacco houses in the South, and they are the only importers in the State. Mr. Bendheim is a member of the Board of Trade. The Messrs. Bendheim are natives of Darmstadt, Germany, residents of Savannah for from five to fifteen years. Their experience in their business is measured by the period of their business lives. As an evidence of their enterprise and liberal policy, they handle consignments of hides, wax and wool, from patrons, free of commission. Those having relations with this house may depend upon receiving all the advantages to be derived from long experience, large facilities and undoubted reliability.

WELD & HARTSHORNE—*Commission and Cotton Merchants, General Agents for the Bowker Fertilizer Company, Dealers in Kainit, Dissolved Bone Phosphate, etc., No. 78 Bay Street.*

Of late years the amount of fertilizers used in the United States and Europe has increased so rapidly that it is now closely pushing other interests which formerly far overshadowed it. Manufactories have been established all over the South and North, and the amount of capital invested runs up into the millions. Savannah has not been behind in being represented in this industry, and some of the largest dealers in fertilizers are found among her business men. Among these, and occupying a leading position, is the well-known firm of Weld & Hartshorne. Founded in 1881 by Mr. J. D. Weld, the present firm was formed in November of the same year by the admission of Mr. L. Hartshorne, and has continued to advance, until now it stands on an equal footing with any in the country, considering its duration. The unceasing energy and push of both of the partners have widely extended the sales of their commodity, which now aggregate \$250,000 to \$300,000 per annum, distributed through the States of Florida, Georgia, Alabama and South Carolina, in which sections it has found universal favor, in many instances supplanting older and better known brands. This gratifying result is due to the excellent quality of the fertilizers sold by the firm, and also to their general reputation for fair and upright dealing with their customers. Their specialties are—Dissolved Bone Phosphate, Kainit (guaranteed the best on the market), Cotton Seed Oil, and other articles of minor importance, but which all go to swell the sum total of their large and in-

creasing business. They are also agents for the "Bowker Fertilizer Company," whose manufactories in New York and Boston are among the largest and most important in the world. Besides their fertilizers, these gentlemen do a large commission business, receiving consignments from all parts of the South; and by their liberal terms, and the favorable inducements they offer, they attract a class of customers whose influence brings others no less desirable. It is to such firms as this that the main prosperity of a city is due; and when we consider the solid and substantial foundation of capital and energy on which their business is founded, we may well conclude that there are no bounds to their future advancement.

DARNALL & SUSONG—*Dealers in Mules and Horses, West Broad Street, Head of President.*

In making a detailed review of the commercial interests of this city, prominent among these will be noticed the Kentucky Sale Stables of Messrs. Darnall & Susong, which, from the special character of its business and the magnitude of its operations, should not escape mention in any work relating to the development, resources and industries of this city. This establishment was started in 1872, and is located on West Broad Street, at the head of President, where they occupy large and commodious quarters, and 150 horses and mules can be accommodated at one time. The stables are divided into several departments, made necessary by the various kinds of stock always kept on hand. From four to six employees are required in the care of stock, and farmers in this section, as well as citizens of Savannah, are supplied with mules or horses as desired. Mr. Darnall was born in Fleming Co., Ky., Mr. Susong in Green Co., Tenn., and they possess a thorough appreciation of the wants and demands of the public, which fact has enabled them to so adjust prices and conduct their business as to draw, in this line, an exceedingly large patronage. The rapid rise and success of this establishment is a remarkable one, and speaks well for the enterprise and probity of the firm. Any style of horse or mule desired may be found here at all times, and Messrs. Darnall & Susong are men of experience and good judges of animals. They occupy a prominent position among the successful business men of the "Forest City of the South."

McMILLAN BROS.—*Southern Copper Works, 32 Liberty Street, corner Price.*

This well-known establishment was started in 1880, and now ranks among the most progressive manufacturing houses of Savannah. The Messrs. McMillan started with but small capital, but an abundance of energy, pluck, and, above all, a thorough training in their profession, and have slowly but surely worked their way up, until to-day they rank as one of the best establishments, not only in Savannah but in the South. They have put up a new two-story building, 80 ft. deep, and they have large grounds. They are equipped with every convenience for carrying on the large and increasing business. The firm make a specialty of turpentine stills, in which they have made many and valuable improvements. They also do all kinds of work in copper, and such is their reputation that their trade already extends through Florida, Alabama and the Carolinas. The members of the firm are Messrs. D. G., R. and T. H. McMillan, all experienced and practical workmen. They have an experience of twenty years in their profession, and are consequently eminently fitted to carry on their trade. They are all gentlemen of high character and standing, and are prompt and reliable in all respects. Ten to fifteen skillful workmen are employed, at good wages.

WM. W. GNANN—*Wheelwright, Blacksmith and Horseshoer, 6 and 8 New Street, near West Broad.*

Mr. Gnann has undoubtedly one of the largest and best establishments of the kind in Savannah, and his present handsome business is the result of his own energy and perseverance. He builds wagons, buggies, carts, drays, in fact every species of



vehicle in the most substantial manner, and equal to any made at the North, and also does a general jobbing business in all its branches, having acquired in this line a reputation second to none in Savannah. Horseshoeing is also carried by a practical shoer, who understands the nature of the hoof, as well as the acquired knowledge of fitting on the shoe. Mr. Gnann is a native of Germany, but has been in Savannah many years,

and being a practical mechanic is well fitted to pursue his present line. His work is well-known as equal to any, and his general reputation as an honest and reliable man has also aided in bringing him a large and constantly increasing business. He keeps on hand a large stock of tough and seasoned timber, which he uses in his business. He is prompt in finishing work, efficient, and is generally liked and popular. All work performed by him is guaranteed, and is invariably up to standard.

J. P. WILLIAMS—*Naval Stores and Cotton, 122 Bay Street.*

The very great prominence which Savannah commission merchants have gained for faithfulness to the interests of their patrons, has had the effect of bringing only men of the most unflinching integrity and business capacity to engage in that line of trade. It is a well-established fact that not only do this class of merchants make Savannah a splendid market, but it also proves that their past commercial lives are the means through which they obtain and hold their already splendid business. Of this class just mentioned the firm of J. P. Williams is an example. Started in 1879, as Williams & Watson, in 1882 it was J. P. Williams & Co., and in 1884 the present style. That he has well sustained the credit of the former firm is proved by his receipts of the past year, constituting him the second largest dealer in naval stores in Savannah. He employs four capable hands. The consignments come from all parts of Georgia and South Carolina, in which sections he has the respect and confidence of his numerous customers. Mr. Williams is a native of North Carolina, but has been in Savannah for the past four years. He is a director of the Board of Trade and member of the Cotton Exchange. Having devoted his entire business career to the cotton and naval stores branch, he is peculiarly fitted to conduct his present large and increasing business. His extensive foreign connections, ample capital, and thorough knowledge of the markets of his two specialties, enable him to offer inducements to consignors which few others can. His facilities in all respects are unsurpassed, and quick and profitable sales, accruing both to the advantage of himself and his consignors, is his motto, and which he has successfully carried out, yet at the same time he is prudent and cautious. In his hands the interests of his customers are as carefully guarded and promoted as possible; and planters and naval stores men from the interior, who may be on the look out for a reliable and capable consignee, can find none better than he.

A. M. & C. W. WEST—*Wholesale and Retail Grocers, Corner Liberty and Whitaker Streets.*

The grocery trade, in all towns and cities, has its representatives, who, both on account of the superior class of goods they sell and the general reputation of the firm for straightforward dealing, are generally acknowledged to be the leaders. In Savannah such a position is occupied by the old and long established house of A. M. & C. W. West. Founded in 1868, with a very moderate capital, and when the city was absolutely poverty-stricken by the effects of the war, this house has steadily arisen to the position it now occupies. The store is 20x90 feet in area, two stories, with elevator and all other modern appliances for dispatch and quickness, the necessity for which is very evident when we see the steady stream of trade which is constantly coming in, and which keeps the proprietors and their five assistants always on the go. The stock carried averages \$4,000 to \$5,000, and the annual sales amount to over \$50,000. The special pride of the firm, however, is in the superior class of goods sold, and which, in some brands, cannot be found elsewhere in the city. Their stock embraces the finest teas, coffees, sugars, butter, domestic and imported cheese, flour, lard, hams, spices, biscuits, cake and crackers (of which they carry the best line in the city), chocolate, honey, canned goods of all descriptions and brands, wooden ware, and, in fact, everything comprised in an establishment which has the reputation of this one. They make a specialty of fine imported fancy groceries, such as French peas, olives, mushrooms, preserves, pickles, in fact everything for which there is a demand. Both members of the firm are natives of New York, but have lived in Savannah since 1858, and have thoroughly identified themselves with the city and its welfare. They are of high standing in every respect, staunch and reliable business men, and the fact of an article being bought from them is a guarantee of its purity. It is by such firms as these that the commercial standing of a city is enhanced and strengthened, and those who need an example in business can find none more fit to follow than this well-known and respected firm.

A. J. MILLER & CO.—*Wholesale and Retail Furniture, Carpets, and Manufacturers Parlor goods and Bedding, 148 to 152 Broughton Street.*

Broughton Street, which is unquestionably the business portion of Savannah, can boast of many and splendid stores, both wholesale and retail, devoted to all branches, and her furniture and carpet establishments can vie with any in the South in size and amount of trade transacted; but beyond doubt or cavil the largest in this line is the immense wholesale and retail establishment of A. J. Miller & Co., which occupies the stores from 148 to 152. In all, it comprises nine floors, each 30x90 ft. in dimensions, and three attics; and the stock carried averages \$50,000, while the annual sales amount to \$108,000 and are increasing. Twenty-five capable and efficient hands are employed. There is also a Branch House in Atlanta, which from its inception has taken a leading place in the trade. The stock is too varied and extensive for a full enumeration in our limited space. All the latest and most improved styles of bedroom and parlor furniture from the best makers are kept on hand, ranging from the costliest and most elaborate to the plainest and most unpretending; and in looking at the finest, one can scarcely believe that such marvels of beauty and finish could be sold at such reasonable prices. The carpet department is also very complete, the best home and foreign makers being represented. Some of the designs are wonderfully beautiful, and all display taste and conscientious workmanship. The

history of this well-known house from its foundation is practically that of Savannah. Success has crowned the efforts of the proprietor, and he has achieved what few men have ever done, built up one fortune on the ruins of another. This result can only be achieved by indomitable energy, prudence, and unswerving integrity, and the success which has come to him is an eloquent lesson to all who may falter in the work of life. The house is universally esteemed by the business community, and by its numerous customers, who are found in South Carolina, Georgia and Florida. A visit to their establishment, even if not with the intention of purchasing, will be a source of pleasure both to the visitor and to the proprietor, who is always pleased to display his goods for inspection.

F. M. FARLEY—*Cotton Factor and Rice Dealer, No. 95 Bay Street.*

The favorable facilities which Savannah enjoys as a distributing center of cotton and rice, the principal products of the South, by means of her natural as well as acquired advantages for transportation and inter-communication, aided by the enterprise and ability of her representative merchants and commission houses operating in this special branch of commerce, has given to the city a wide celebrity. Among the leading houses whose extensive operations have been largely instrumental in developing the growth of her commerce in this direction, none are worthy of more favorable consideration than that of F. M. Farley, whose office is located at No. 94 Bay Street. Mr. Farley engaged in this business here in 1870, and has since that date monopolized a fair share of the trade in cotton, and more recently in rice, conducting now one of the largest enterprises in these lines in Savannah. The operations of this house have always been characterized by that integrity and liberal policy which have given it the highest standing among its contemporaries, and in business circles. From 25,000 to 35,000 bales of cotton are handled annually by Mr. Farley, and the assistance of seven experienced employees is required to carry on the business. Consignments are received from South Carolina, Georgia, Florida and Alabama, and cotton and rice are both handled by this well-known house. Mr. Farley is from Florida, but has lived here since 1869, and has been engaged in his present business continuously since 1870, thus being enabled to combine experience with capital in the prosecution of the line of trade in which he is engaged. He is a member of the Cotton Exchange and is ranked among the leading commercial operators, whose enterprise has given to the city the prominence she enjoys as a commercial and distributive center.

HENRY MILLER — *Dealer in Groceries, Provisions, Fruits, Wines, Liquors, Importer of Foreign Fancy Groceries, No. 21 Barnard Street.*

Every business venture that evinces in its conduction genuine enterprise and energy is entitled to due consideration in a work of this character. A well located, well arranged family grocery is of especial interest to housekeepers, inspiring them as it does with confidence that they will be furnished with choice, fresh articles for family consumption. The establishment of Mr. Henry Miller is pre-eminently one of this class. Although only started recently, the proprietor of this house being a live and energetic man, thoroughly acquainted with the business and its requirements, has already obtained a good-paying and growing business. Located at No. 21 Barnard Street, in the best part of the city, his customers are of the best class of citizens. This business is carried on with untiring diligence and excellent management; a full line of groceries (staple and fancy), provisions and liquors is constantly kept on

hand, the stock being frequently replenished, thus insuring fresh and desirable goods at all times, and the trade is quite large in the city, with orders from the country in wholesale quantities. Six assistants are engaged in attending to the numerous orders and large number of customers, and goods are delivered to any part of the city. The stock is always of the best quality to be found in this market, the prices as reasonable as any first-class grocery in the city, and Mr. Miller is prepared to fill any order from city or country. Mr. Miller is a native of Europe, but he has resided in Savannah for the past four years, and having a life-long experience in the business is enabled to satisfactorily meet the wants of all who visit his establishment, which compares most favorably with similar concerns in the city. He is well known as a business man, enjoys a high reputation as a straight-forward, honorable dealer, and to this fact is due the flourishing trade he has attained.

T. P. BOND—*Commission Merchant, Wholesale Dealer in Meat, Hay, Grain, Rice, Country Produce, Foreign Fruits, Florida Oranges, Apples, Vegetables, 153 and 155 Bay Street.*

Measuring the relative importance of a branch of business by its influence and results, gives the most correct standard—articles entering into the food supply, by the logical laws of trade take precedence. Staples, or articles of necessity, control the markets of the world, others occupy merely the position of auxiliaries. In this connection are included articles formerly classed as luxuries, which have come into such general use as to be now considered indispensable. In all cities this branch of trade occupies a leading position, as its influence extends to all classes of society. The most prominent house engaged in the business in Savannah is that of T. P. Bond, established in 1867 by Bond & Schlay, with but limited capital. In 1869 Mr. Schlay retired and Mr. T. P. Bond became proprietor of the business. Pursuing his business with enterprise and industry, Mr. Bond has built up an extensive trade, radiating through Georgia, South Carolina and Florida. He is the largest dealer in this section in Western grain and hay, vegetables and fruits, supplying the main portion of the demand from the territory tributary to Savannah. Mr. Bond is a director of the Board of Trade, and a representative of the new era of progress and go-aheadativeness in the South, and especially of Georgia, which has given her the title of the Empire State of the South. He brings to his business that nervy vim which made metropolitan trade centers spring up like magic from prairie wastes in the West, and which will yet make the South proportionately as progressive and prosperous. State pride and public enterprise, characteristics of the present generation of business men in Savannah, with a just share of favorable seasons, will win her a place rivalling in commercial importance the phenomenal cities of the Northwest. To this class Mr. Bond belongs, and his individual success in business is but indicative of the future of this city. His transactions are mainly in hay, grain, fruit and vegetable produce. He carries an average stock of some \$20,000 in value, his annual transactions varying from \$300,000 to \$350,000. He employs fifteen assistants, including clerks, porters and draymen. His business premises are commodious, conveniently arranged and specially adapted to his purposes, with a frontage of 64 feet on Bay by a depth of 90 feet, three-stories in height, giving 17,280 square feet of floor surface utilized in the prosecution of his business. Mr. Bond is a native of Bryan County, Georgia, a resident of Savannah for the past 37 years, and thoroughly identified with her interests and prosperity.

D. J. RYAN—*Art Gallery, Finest Photographs and Stereoscopic Views, 139½ Congress Street.*

The art of photography has within the past twenty years made wonderful advances in all its branches, so much so, that the photographer of 1860 would be astonished to see work executed with a precision and fidelity compared to which his best efforts were indeed a poor comparison. Savannah has photographic establishments which in workmanship and other details will compare favorably with the best Northern work, and among these the well-known art gallery of Mr. D. J. Ryan stands pre-eminent. Founded in 1866, it has from its inception had an uninterrupted career of prosperity, and to-day its trade extends over the States of North Carolina, South Carolina, Georgia, Florida, Alabama and Mississippi, in all of which the work and stock of Mr. Ryan bear a high reputation, and are also well-known elsewhere. The premises include an area of 10x90 feet, three floors, and contain a very complete stock of everything pertaining to the photographic art. Among these we notice his celebrated stereoscopic views of Southern scenery, which are well-known all over the United States. Mr. Ryan is a native of Ireland, born there in 1836, and has resided in Savannah for the past eighteen years. He commenced the study of his profession in 1859, and is therefore as competent as a long and careful study and practice can make him. He stands well in all respects, is energetic and capable, and has built up a business and reputation of which any one might be proud.

S. P. HAMILTON—*Jeweler, 125 Broughton Street.*

The art of the jeweler and worker in gold, silver and precious stones, dates back as far as the records of the human race. Ornaments found in Egyptian and Etruscan tombs, as well as in the buried cities of Assyria, and the wonderful relics exhumed by Layard, George Smith and Di Cesnola, are designed and executed with a skill which in many instances is the despair of modern artisans. Besides the high perfection of the art, they prove that the ancients possessed the precious metals in an abundance which to us, even with the gold mines of California and Australia at our own control, seems incredible. Coming down to a later period we find the goldsmith's craft flourishing even in the middle ages, when other branches of industry were so nearly forgotten; and the work of the mediæval goldsmiths forms the most precious portion of many museums both in America and Europe. Within the past few years a revival has taken place in the jewelry trade, which has already revolutionized it completely. Simultaneously with the demand for antique furniture came that for antique jewelry, and old and forgotten family heirlooms were brought to light to serve as models. For once the public taste and opinion, generally faulty, has proved correct, and it is now understood and admitted that in this respect at least we have much to learn from our forefathers. Every city can boast one or more extensive jewelry establishments, but there is generally *one* which is confessedly "*sui generis*." New York has the world-renowned Tiffany's; Philadelphia, Bailey's; and other cities establishments less renowned. In Savannah unquestionably the highest rank is occupied by the splendid store of Mr. S. P. Hamilton, who is a native of Virginia, and came to Savannah in 1865, in which year he commenced business; his profession, which he has followed all his life, was learned in Washington, D. C. His store, which is 30x90 feet in dimensions, contains a very complete stock of jewelry, valued at \$10,000, while the annual sales foot up a very large amount. Six efficient and capable hands are employed. The stock, which is very varied, comprises watches from the most cele-

brated makers, native and foreign, clocks, silverware, bronzes, plaques, statuettes, and in fact everything that can be enumerated in the list of a first-class establishment. The trade, which is by far the largest in the city, is confined thereto entirely. The store is illuminated by the electric light, and at night presents a most beautiful appearance. Mr. Hamilton is in every respect one of the most prominent and energetic citizens of Savannah, and enjoys the esteem and confidence of all classes. He is president of the Electric Light Company, and is interested in every enterprise which may redound to the benefit of Savannah. Visitors to his establishment are cordially welcomed and shown around, even though they have no intention of purchasing.

CHAS. D. RUSSELL—*Inspector of Naval Stores; Office, S. F. & W. R'y N. S. Yard.*

In a descriptive revision of the trades and industries of Savannah, it is highly pertinent that all those vocations contingent upon any staple line of commercial enterprise should be noted and mentioned in this work, as having no little to do with the general facilities and advantages for the prosecution of business in this city. In such a connection we may not overlook the fact that Mr. Chas. D. Russell, as inspector of naval stores, occupies a position as useful as it is unique, and, pursuing a profession of importance to the industrial community, should receive some consideration here. At the Savannah, Florida and Western railway yards ample grounds are occupied by Mr. Russell for the prosecution of his business, and sixty-five employees are required in handling the stores coming under his inspection. Mr. Russell was born in Wilmington, N. C., came to this city in 1877, and in the same year was elected inspector by the city, is under bond, and it is estimated that 250,000 barrels of rosin are inspected by him, on an average, each year. Any commendation of this gentleman at our hands is unnecessary, as he is well and most favorably known by our citizens and those in any way connected with the manufacture or handling of naval stores, and his long-continuous occupation of this office is sufficient assurance of a proficiency in the complete knowledge of his profession.

B. F. McKENNA & CO.—*General Dry Goods, 137 Broughton Street.*

There are in all communities certain houses which by virtue of long standing, high reputation, and general character are tacitly accorded precedence above others in the same. Of such a class is the old and long established house of B. F. McKenna & Co. This house throughout an existence of many years has always kept in the front rank in all respects, and to-day can proudly point to a record unsurpassed by that of any firm in Savannah or elsewhere. The establishment on Broughton Street contains an immense and well selected stock of dry goods, silks, velvets, and in fact everything to be found in a first-class establishment. The stock carried is valued at \$25,000 (twenty-five thousand dollars), and the annual sales amount to not less than \$80,000. Mr. B. F. McKenna, the senior member of the firm, is a native of New York, and was for some time with the great firm of Lord & Taylor. He is probably the oldest merchant in this line in Savannah, and from his energy and activity will probably continue to be so for many years. Mr. J. F. Crohan, the junior member, is a native of Ireland. Both gentlemen are well-known and respected by all. Their establishment is one of the landmarks of the city, and worthily upholds the reputation of the business to which the talent and ability of these gentlemen are directed.

LIPPMAN BROS.—*Importers and Jobbers Drugs, Medicines, Notions and Glassware, Lippman's Block, Corner Congress and Barnard Streets.*

The drug stores of Savannah, in completeness of equipment and general outfit, will bear comparison with any in the United States; and among the most reliable, and those who have the highest reputation for selling the purest and best drugs and chemicals,



domestic and foreign, the firm of Lippman Bros. undoubtedly holds the front rank. Established 18 years ago, it has steadily risen to its present position, always reliable and trustworthy, and gaining and retaining the confidence of its patrons. Their establishment, at the corner of Congress and Barnard Streets, is a model of taste and handsome fitting up. It comprises nine extensive rooms, all packed with a complete and varied assortment of drugs, chemicals, and other articles found in a first-class drug store. Twenty-five

hands are employed, and the annual sales reach upwards of \$350,000, and the trade extends through Georgia, Florida, South Carolina and Alabama. Being agents for some of the largest English manufacturers, and importing direct from them, they are enabled to offer inducements which probably no other house in Savannah can duplicate, and the gratifying increase of sales from year to year proves the liberality and wisdom of their policy. Messrs. Lewis, Jacob and Lawrence Lippman comprise the firm, all gentlemen of high standing and reputation, both in and out of business circles. Their reputation is well established, and no house in the South stands higher in any respect than this well-known and thriving firm.

E. A. KNAPP—*Retail Druggist, 48 Jefferson Street.*

The profession of a druggist is undoubtedly one which above all others requires a careful and strict preparation, an accurate knowledge of all the many and varied poisonous and non-poisonous preparations used in the pharmacopeia, and a power of concentrating the mind on the business in hand to the exclusion of everything of minor importance. These are the requisites of a successful druggist; and of such men Savannah, in common with other cities, has her full share. Among these we will by general consent place Dr. E. A. Knapp, who although established here only since 1882 has already won an enviable position among his fraternity. The doctor is a native of Prescott, province of Ontario, Canada, and there commenced the study of his profession. In 1882 he started his present business at 48 Jefferson, cor. South Broad Street. His store, which is very commodious and convenient, is 60x20 feet in dimensions; the stock carried is valued at \$2,000, and the annual sales amount to \$5,000, and are increasing. He sells only the very best and purest medicines, and pays particular attention to the compounding of prescriptions. Within the short space of his business career he has gained the confidence of the entire community, and will no doubt continue as he has begun.

E. J. ACOSTA, JR.—*Manufacturer of Crackers and Candy, Cor. Bay and Barnard Streets.*

Associated in a direct or indirect way with all other industries through the relations it sustains to every family and home in city or country, this business has a corresponding importance in a work devoted to the various avocations and activities of a community. In the preparation of an historical review of the industries of Savannah, we take pleasure in noting the important business relations which she sustains to this and adjoining States, and the prominence of her trade and business establishments. Among the leading houses of this city is the manufacture of crackers and candy, as conducted by Mr. E. J. Acosta, Jr. This enterprise was started in 1878 under the firm name Guckenheimer, Schwarz & Co., of which firm Mr. Acosta was a member, and he succeeded to the entire control in 1881. The premises occupied at the corner of Bay and Barnard Streets are ample and commodious, are 60x90 feet in dimensions, two floors and the cellar being used in the manufacture and storing of supplies, an additional building being required, which is 30x60 feet, making this one of the largest enterprises of the kind in the entire State. All the modern machinery and appliances in use for the manufacture of crackers and candy are found in this establishment, and an engine of 35-horse power is provided as motive power. A large force of employees are engaged here at work, consisting of 54 males and 17 females, a total of 71, and the goods manufactured by them are made with the view of giving the consumer good value for his money and the retailer some profit on his investment. A neat catalogue and price list has been prepared by Mr. Acosta, which gives a detailed list of crackers, fancy cakes and confectionary made at his establishment, with the wholesale prices attached. The amount of stock carried by him is estimated at \$15,000 value, while supplies aggregating \$175,000 in value are distributed throughout the States of South Carolina, Georgia, Alabama and Florida. Among other important products of this establishment are prize packages, sugar toys and fruit syrups and nuts; oranges and fire-works of every description are also kept in stock. Mr. Acosta is a native of Southern Georgia, and has resided in Savannah since 1865. He has brought to the enterprise in which he has embarked ample capital, and a determination to succeed which entitles him to the favorable consideration of the trade in this section of the South.

JOHN SULLIVAN & CO.—*Insurance and Real Estate, 114 Bay Street.*

In these days of rush and progress, when the population and prosperity of the largest cities are increasing at an unheard of ratio, the risks by fire and flood are necessarily materially increased, and consequently the guarding against such catastrophes becomes a matter of the gravest consideration. Insurance is the only means of remedying such contingencies, and the firm which represents the best and most reliable insurance companies is consequently the one to which all who wish to provide against loss naturally go—in Savannah, the firm of Jno. Sullivan & Co., of which Mr. E. B. Philput is the company. These gentlemen represent the following companies: The North British & Mercantile, The Lancashire and The Norwich Union, of England, and The Phoenix, of Brooklyn, all fire. These four companies are the largest in the world, and the importance of their being represented in Savannah by such a well-known firm can scarcely be over-estimated. The present firm was started in 1874, and has since its inception taken a leading rank among the companies of the place. Mr. John Sullivan is a native of Savannah, Georgia. Mr. E.

B. Philput is from Alabama, and has resided here since 1867. In addition to their insurance, they also attend to the renting and selling of real estate in all its forms. The firm in all respects will compare favorably with any in the city. Mr. Sullivan holds the position of treasurer of the Union Society and of Oglethorpe Club. Having been all their business lives in insurance, we cheerfully recommend this promising and reliable firm to the public.

BRADSTREET'S—*Executive Offices, 279, 281 and 283 Broadway, New York; Savannah Office, Cor. Drayton and Bay Streets.*

The importance of a commercial agency cannot be overrated in any respect. On its faithful and accurate reports of the standing of the various firms in the country depends the welfare of thousands, whose credit may be ruined or irretrievably hurt by a misrepresentation of even the smallest and apparently most unimportant fact. In order to avoid the unpleasant consequences arising from such a contingency, the Bradstreet commercial agency was established in 1849, and from a small beginning has spread until now it has branch offices in all the principal cities of the United States and Canada, in London, England, and also on the continent and in Australia. The head office is located at 279, 281 and 283 Broadway, N. Y., and the Savannah branch at the corner of Drayton and Bay Streets. It was established in 1869, and controls the entire State of Georgia and part of Florida. The two rooms which they occupy are 20x25 ft. each in dimensions, and are neatly and conveniently fitted up and well ventilated. Four clerks are employed in transacting the business, which amounts to \$5,000 to \$6,000 per annum, and is increasing. Mr. Geo. T. Nichols, the manager, is a native of Savannah, and has lived here all his life. His intimate acquaintance with all the leading men of the city enables him to fill acceptably the position he occupies. During his term of office he has given general satisfaction to all, and has very materially advanced the interests of the company in this section. He is courteous, affable, and is generally liked and esteemed.

G. NOBLE—*Greenhouses and Ice Cream Garden; Plants, Bouquets and Cut Flowers; Entomological Specimens for Sale or Exchange; 60 Bull Street.*

Of the notable establishments in Savannah, that of Mr. G. Noble, on Bull Street, occupies a unique position. Being the only one in his line in the city, he is without competition, and is thus enabled to perform the best work on the most reasonable terms. He is a skilful taxidermist, and can stuff in the most artistic manner any variety of bird or beast, from the tiny humming bird to the huge bear or elk. In addition to his profession, he has also extensive greenhouses and an ice cream garden, where all the delicacies of the season can be procured, and the rarest flowers and plants purchased, at a moderate price and in any quantities. He also sells canaries, hanging baskets, Noble's Improved Bird Invigorator and Mocking Bird Food, an excellent food for birds, prepared by himself, and other articles. Mr. Noble is a native of England, but has resided in Savannah for sixteen years, and in that time has become a complete Savannahian, and by his industry and energy has made his establishment one of the features of Bull Street, it being a favorite resort of ladies and their escorts, and an excellent place in which to while away the long, hot summer evenings. His work is well-known, and generally conceded to be equal to any. In all respects this establishment is worthy of the patronage of the public, and we would advise all who need work in his line to give him a call.

THOMAS WEST—*Wholesale and Retail Crockery, 185 and 187 Broughton Street.*

Mr. West's establishment is undoubtedly ranked among the representative ones of Savannah. He started in his present line some twelve years ago, and by industry, application and reliability has worked himself up to the position of one of the leading men in his branch of trade in Savannah. From a small beginning, his trade has gradually increased until now it reaches the handsome total of \$40,000 per annum, and is increasing in a most gratifying proportion. His customers are residents of Florida, Alabama, the Carolinas, and also of Georgia. His establishment, a handsome, three-story brick store, is conveniently located in the business portion of the city, is well fitted up with every facility for carrying on the business, and the display of goods is not inferior to any in the city, either for completeness or variety. Mr. West makes a specialty of the world-renowned Haviland French China, and also carries a full and carefully selected stock of crockery, and glass, table cutlery, silver-plated ware, toys, and house furnishing goods. No house in Savannah can offer better inducements to purchasers than this.

Mr. West has made a life-long study of his business, and is in every way fitted to conduct it on its present extensive scale. He can offer inducements to buyers which few others can, and we cheerfully recommend him to all who wish fair and open dealings in all respects.

A. R. ALTMAYER & CO.—*Notions, Millinery, Fancy Goods, Shoes, etc., 135 Broughton Street.*

Honor in business always pays a fair and sure dividend; and those establishments conducted upon principles of unflinching integrity are certain to advance in public favor and to command a liberal patronage. Such has been the experience of A. R. Altmayer & Co., who for the past ten years have been in the front rank in the trade, requiring at present to conduct their business no less than forty hands. The large stock, liberal prices, and liberal treatment of its patrons, have caused the house to become known, and the trade at present reaches over the entire State, Florida and other sections. Such an extensive trade requires purchasing in large quantities, and on this account they are able to offer goods at much less prices than their would-be competitors in trade. They carry a most complete stock of millinery, fancy goods, notions, etc., all tastefully displayed. Mr. A. R. Altmayer, the proprietor, resides in New York; but Mr. L. Adler, the manager, is a young man of ability and business capacity, and looks closely after the interests of the firm. Dealers and others generally will find it to their advantage to do business with this enterprising firm, as they offer inducements which scarcely any other can offer. Everything which can possibly be thought of in their line is in their stock, comprising the finest silks and satins, as well as the commoner grades, and all placed at prices which defy competition.

JOHN FLANNERY & CO.—*Cotton Factors and Commission, Bay Street.*

The elements of wealth of every country are in the agricultural products, and all mercantile branches which act as auxiliaries to the productive results and commercial movement of these prime factors are of co-relative importance. Savannah is the market for a large cotton-growing country, and the enterprising policy and liberal dealing of her merchants handling the staple are yearly augmenting the receipts at this port, and stimulating the planters to re-invigorated efforts and increased production. The commercial status of the Southern coast cities is determined by the cotton receipts, as is that of Western cities by the receipts and transshipments of cereals, and Savannah is indebted for the progressive strides she has made and the mercantile reputation she has gained abroad during the last decade more to her cotton merchants than to any other class. Their active enterprise and sound business methods have swollen the receipts until she now is rated as the second cotton city in the United States—wresting supremacy from older and larger cities by sheer vim and ability. The planter, actively occupied with the care of his plantation, the cultivation and garnering of his crop, and afterwards in its disposition in the market, is dependent on the assistance of the factor to accomplish these results in a satisfactory and profitable manner. The factorage business is peculiar to the South; the planters, especially since the war, are unable to carry on their avocation from limited means. The factor supplies the “sinews of war,” for which he receives a small per cent. of interest. When the crop is gathered he receives it, disposes of it to the best advantage, for which he also receives a fee, and remits balance of proceeds to the planter. It is a system of agency, banking and commission combined. There are, of course, a number of business men engaged in this branch in all the coast cities; and as in all competitive occupations some will outrank, overdo and succeed better than others, we propose, in the interests of our work and of that of the city, to allude descriptively to the more prominent factors in Savannah. Among them we find classed, by general opinion, from the amount of business transacted, mercantile position occupied, and influence exercised, the house of John Flannery & Co., which was established in 1877, Mr. Flannery previously being a member of the firm of L. Guilmartin & Co., which firm was dissolved that year, the control of the entire assets passing into his hands by purchase. Mr. John D. Johnson became a member of the firm in 1877, under the present firm title. Having, in all positions occupied and in all business operations transacted, evidenced the possession of abilities of a high order, and in all situations displayed the most scrupulous honor and intelligent enterprise, business came almost unsought, and the success of this firm has been equal to any competing house in the South. From the close confidential relations existing between the factor and the planter, the greatest trust must be reposed in the honor and offices of the factor—it is essentially a position of implicit confidence in all its operations. Their transactions extend to the States of South Carolina and Florida, although they principally are confined to Georgia. Some 40,000 bales of cotton are handled in the season. Sixteen assistants are employed—eight in the office, and eight in the warehouse. Mr. Flannery, from his well-known ability and position, has been selected to occupy offices of public trust, confidence and honor. He is president of the Southern Bank, a director in the Cotton Exchange, and in the Tyler and Hydraulic Presses, and chairman of the City Sinking-Fund Commission. He is a native of Ireland, a resident of Savannah for the past thirty years, and thoroughly and actively identified with her interests. Mr. Johnson is a native Georgian.

M. Y. HENDERSON—*Cotton Factor and General Commission Merchant, 180 Bay Street.*

Among those houses which are most intimately connected with the history of Savannah, its struggle, growth and subsequent prosperity, sharing and promoting every matter of public interest, the house of M. Y. Henderson will assuredly take a prominent position. For a number of years its career has been closely allied to the cotton and commission business in its various stages, and in a marked degree contributes to the thrift and importance which place this branch of commerce upon so solid and substantial a footing. Established in 1850, it has gone through a long and useful career up to the present time, and to-day with renewed vigor looks forward to many years of usefulness and success. Mr. Henderson is a native of Savannah, and having lived here all his business life is thoroughly acquainted with the financial and general history of the city, a fact which is of great service to him in his extensive business connection. His premises are 40x60 feet in dimensions, three floors, and conveniently situated in the very heart of the great business street of the city. Five competent hands are employed. His trade, which is chiefly with Boston, extends also through New York, Baltimore and Philadelphia. He receives large consignments of cotton from all parts, but his chief trade is in wool, hides, wax and deerskins, of which he yearly buys immense quantities, and pays *cash* for them at fair and liberal prices. His annual business compares favorably with similar houses and is increasing. The demand for the products which he buys is daily increasing, and the supply is some times far short. This is one of the representative houses of Savannah, and pays the best and highest cash prices, and also having other facilities is a proper one to which farmers, planters and others should consign. He is too well known to need any further recommendation at our hands. Parties who wish to open correspondence with one who will look most closely after their interests, will find it to their advantage to write to or call on him.

SCREVEN HOUSE—*Geo. W. Sergeant, Proprietor, cor. Bull and Congress Streets.*

As the social and moral qualities of men and women are rated according to the company they keep, the pretensions of a city are generally judged by the character of her hotels. Comfortable quarters and generous fare are inducive to good humor, liberality and fair dealing. On the contrary, it is equally true that cramped, gloomy quarters and unpalatable cooking are formidable agents in driving trade from those points where they are too often the chief characteristics of trade establishments. A good hotel, well kept, most comfortably furnished, thoroughly ventilated, and in a central locality, actually amounts to thousands of dollars to the business men of a city where such an hotel is located. All travelers use hotels for their special purpose, shelter, sleeping and eating. Such an one is the Screven House, established about nineteen years ago. This house has maintained a leading position among the hotels of the city. Tourists, and parties of our own country in search of a mild climate during the winter months, seldom fail to visit Savannah, and among the first-class hotels of our city the Screven House stands prominent, enjoying a fair share of the patronage of visitors to this, the "Forest City of the South." Located at the corner of Bull and Congress Streets, in the strictly business portion of the city, convenient to all places of amusement and the several depots of the railroads centering here, this is a most desirable resting place. The building occupied is a four-story brick, containing one hundred rooms, and all the modern improvements,

including a passenger elevator, this being the only hotel in the city having the latest convenience. The parlors are spacious and elegant, and the clerks are thoroughly conversant with their business, polite and attentive. The table is set with the best the market and season affords, and the "cooking" leaves no room for other than congratulations. The full capacity of the house is for two hundred guests, and an elegant billiard parlor and a first-class bar are connected with the house; also, a barber shop, presided over by competent barbers. These attractions, backed by an attentive corps of servants, make it one of the most desirable stopping places in the city. Mr. Geo. W. Sergent is the proprietor, a native of Charleston, and possesses a life-time experience in this line. He and the manager, Mr. Harry A. Kilburn, of Vermont, are well known to the traveling public and our citizens as successful and efficient hotel men. The Screven House is officered, from host down, by considerate, genial gentlemen, never neglecting the comfort of guests, but always promoting their ease and enjoyment, adding to the esteem they richly merit and possess of the public.

FRANK BUCHANAN—*Rice Broker, 54 Bay Street.*

As a branch of industry of considerable magnitude, and a peculiarly successful one in Savannah—one, at the same time, forming an important factor of the commercial prosperity of the city—the rice trade and those engaged in it, either directly or indirectly, are entitled to consideration in the compilation of a work having for its object an historical review of the mercantile and industrial resources of the city. Mr. Frank Buchanan commenced business here as a rice broker in 1879, and has since that time been favored with a liberal and steadily increasing share of the patronage of merchants and dealers in this and adjoining States. There are few that realize the magnitude and importance of this line of trade, and it can only be appreciated properly when we state that Mr. Buchanan, as perhaps the largest rice broker in the city, disposes of 250,000 bushels of rice each year. Close attention to business, ability to anticipate the wants of the trade, and reasonable prices, have justly contributed toward his success, and though there have been rival firms to contend with, he has fairly encountered and successfully overcome all obstacles. Mr. Buchanan is a native of Annapolis, Md., but has lived in Savannah for eleven years. He has been in this business since 1873, but established himself alone in 1879, and his transactions are principally confined to Georgia and South Carolina. The business enterprise which has marked his career is worthy of imitation, placing his house, as it does, in the front ranks of high commercial circles.

G. S. McALPIN—*Hay, Corn, Bran, Peas, Rye, Oats, etc., 172 Bay Street.*

In a city like Savannah the consumption of cereals, as well as hay, bran, etc., must necessarily be enormous, and to meet its demands there are several large and important houses which devote their exclusive attention to this branch of trade, importing largely from all the great grain centers of the country. Occupying a leading place among these is the well-known establishment of Mr. G. S. McAlpin, which from its inception in 1883 has risen slowly but surely to the position of one of the most reliable and energetic houses in this line, and by its energy and reliability has usurped a large trade from less enterprising competitors. The establishment comprises three floors, each 30x75 feet, and the stock carried includes a full line of all kinds of feed and hay, while the annual sales foot up about \$150,000. Six capable and active assistants are employed. The trade extends throughout the entire city and sur-

rounding country, and is rapidly growing. Mr. McAlpin, buying as he does direct from the great grain centers and paying cash for his goods, is enabled to offer terms to dealers, buyers, planters and consumers which cannot be surpassed. He watches the fluctuations of the market closely and keenly, and is consequently always able to dispose of stock to the best advantage. He is a gentleman of high character, and throughout all his business relations has gained and retained the esteem of the community of which his house is so important a member. Combining as he does ample capital and business experience with a thorough knowledge of present occupation, farmers and planters who wish to find a profitable market for their goods can find none fitter than he to whom to sell. Buyers will find his stock always full and often replenished, and from which they can make selections to suit.

E. C. PACETTI—*Guttering, Tin Roofing, Leading and Repairing, No. 33 Jefferson Street.*

Roofing and guttering form one of the most important constituents in building; and the importance of having these well and thoroughly done is at once evident to all who understand the necessity of having the roof under which they live water-tight. One of the best roofers and gutterers in Savannah is Mr. E. C. Pacetti, who by a long and diligent study of his profession has attained a proficiency and competency which few can boast of. His work, of which he is justly proud, can be seen in many of the finest residences in Savannah, and has stood the test of many years of rough and inclement weather successfully. Mr. Pacetti has resided in Savannah for seven years, and during that time has won an enviable reputation for himself. His appliances and tools for carrying on his business are of the most improved and modern make, and his assistants are skillful and competent. All work is guaranteed and invariably comes up to standard. All who wish the best class of work will do well to correspond with or call on him.

STRAUSS & CO.—*Cotton and Commission, 132½ Bay Street; E. Karow, Manager.*

The pre-eminence of Savannah as a cotton port is due in a great degree to the energy and push of foreign houses, who, establishing agencies here, have given trade an impetus and life it has never known before. Among these the house of Strauss & Co. occupy a leading place. From the beginning this house has actively promoted the cotton interests of Savannah in every possible way, and to-day it ranks as one of the largest in Savannah, and when the total exports from the branch houses at New Orleans, Galveston and Savannah, which amount to 150,000 bales, are considered, it ranks as one of the greatest firms in the world. From Savannah 40,000 bales are annually exported to all parts of England and the continent. The two heads of the firm, Messrs. Bernhard and Fritz Strauss, reside in Liverpool and New Orleans. In England there is an office at Liverpool and one at Manchester. To manage successfully a business so immense and varied in its aspects requires, besides the necessary capital, no ordinary amount of talent and business capacity, and these qualities the heads of the firm possess in an eminent degree, as does also their Savannah manager, Mr. Edward Karow, who conducts this branch with an energy and ability which entitle him to rank among the best business men in Savannah. He is a native of Germany, but has resided in America for several years, and having had a long and thorough training is thoroughly fitted to conduct the affairs of this house.

HAYNES & ELTON—*Forest City Mills, cor. Congress and Montgomery Streets.*

There is probably no enterprise which can engage the attention of an individual, or firm, which contributes more directly to the prosperity and business interests of a community than that of merchant flouring mills. and at the same time occasionally meets with uncalled-for complaints and lack of appreciation from those it directly benefits. In addition to the natural advantages possessed by Savannah as a dis-



tributing center for this section, the enterprise of her merchants and manufacturers has given to the city an enviable reputation, as a base of supplies for many of the indispensable articles of every-day use and consumption, among which flour, as the recognized "staff of life," occupies a prominent position. The Forest City Mills have been familiar to the residents of this section since 1865. They are provided with extended

facilities, and have a large producing capacity, have acquired a wide-spread celebrity, and the various brands manufactured here have come to be regarded as standards of value among dealers and commission merchants in this part of the South. The building is a three-story brick, supplied with all the requisite machinery for prosecuting the manufacture of flour, which is operated by an engine of 60 horse-power, requiring the assistance of a large force of experienced hands. Four run of stones, of the Burr system, are used, two for wheat and two for corn. Among the leading brands for which these mills have acquired a deservedly high reputation may be especially mentioned the Haynes' Patent, Oglethorpe, Half Patent, Choice Fancy Family, Forest City Family, Oconee Extra, Jos. Wheeler Extra, Rock Falls Superior, XXX Superior, and Pine Grove Flour. The local popularity of these well-known varieties ensures a large sale for home consumption, and their reputation in Southern markets creates a demand which taxes to the utmost extent the already large capacity of the mills. In connection with the flouring mills, this firm carry a full line of grain, flour and provisions, including grits, meal, corn, oats, hay and bacon, for which they enjoy a good share of patronage throughout this and adjoining States. Messrs. S. G. and L. Haynes and J. H. Elton are the individual members of the firm, and they probably are the most extensive manufacturers and operators in flour in the State, their annual business reaching \$1,000,000, with prospects of steady increase in the future. Messrs. Haynes came here eighteen years ago from Baltimore, Md., and are members of the Board of Trade in this city. Mr. Elton is an old resident of Savannah, and well-known among our citizens. These gentlemen are interested in all public matters pertaining to the development of the commerce and resources of the city, and it is largely due to the enterprise and sagacity of such representative manufacturers that the city of Savannah is indebted for the proud position it occupies to-day as an industrial and commercial metropolis. The States of South Carolina, Georgia and Florida are largely supplied with grain, flour and provisions from the establishment of Messrs. Haynes & Elton, and sixty experienced and competent employees are required to attend to the work in the various departments of the business, and

twelve teams or wagons are constantly engaged in transferring supplies to and from their place of business. Thoroughly identified with the progressive spirit of this growing city, and possessing the essential requisites of sound judgment and care in their business policy, they present the strongest claims to popular favor with those desiring business relations in this department of our business activities.

OSCEOLA BUTLER—*Druggist, 125 Congress Street.*

The drug business throughout the United States has within the last ten years assumed such vast proportions that a complete survey of it in our space would be utterly impossible, and we must unwillingly confine ourselves to a notice of the leading houses in Savannah, and among which the house whose name heads this article holds first rank, being one of the three largest in the city. The handsome and well appointed store of Mr. Butler is conveniently located on Congress Street. It comprises a space of 30x60 feet and two stories, while six efficient and attentive assistants are employed. The stock is valued at \$15,000 and the annual sales amount to \$50,000, and are rapidly increasing, the sales extending through Georgia, South Carolina and Florida. The stock comprises everything to be found in a first-class drug store: American and foreign chemicals, dye stuffs, drugs, patent and proprietary medicines, perfumes, toilet articles, etc., and from the best houses, American and European, and in fact everything which constitutes one of the best drug stores in the South. Mr. Butler is a native of Virginia, but has lived in Savannah for twenty-eight years. In 1858 he commenced business as Stewart & Butler, and in 1876 assumed his present title. He is an old and experienced druggist, having been in the business since 1856, and throughout his whole career has gained and maintained a high reputation and character both as a druggist and otherwise. His establishment is a representative one, and will doubtless continue so throughout its existence, which we hope may be many years.

ANDREW HANLEY—*Paints and Oils, 37 and 39 Whitaker Street.*

It has been said by an eminent statician, that the growth of the world in all the arts, manufactures and luxuries of life has been greater proportionately within the last thirty years than for any hundred years preceding, and this statement, which seems at first rather exaggerated, is proved by a glance at and comparison of the commercial and manufacturing statistics of any civilized country of the former period with the present. Formerly it was the work of a lifetime for a man to accumulate what in these days is the result often of one brilliant speculation or business venture; now a man can by industry and business vim and pluck, in a comparatively brief period, raise himself to the summit of prosperity and affluence. America above all others offers a field for bold and energetic spirits, who, full of energy and ambition, leave the overcrowded and cramped existence of the Old World to seek fame and fortune in the New. To men like these, who come to work and devote their talents and time to the welfare of their adopted home, a warm welcome is always accorded, and in a short time they become an important part of any community in which they settle. Savannah, by reason of her immense and growing trade both in cotton and naval stores, and also in the other branches of trade, affords a field of enterprise not inferior to any city in the South, and can boast of establishments in all branches equal to any; and it is a matter of pride that many of her very largest business houses, and in *this instance* the largest, are owned and conducted by foreigners, who, however, take as

much pride in their adopted city, and often more, than any native. Undoubtedly the largest paint and oil store in the South, outside of New Orleans, is the immense wholesale establishment of Mr. Andrew Hanley on Whitaker Street. The building, like the business, is apart from and larger than any on the street. It occupies a space 60x91 feet in dimensions and is six stories in height, being surmounted by a handsome cupola. Within is a small world of activity and rush. Twenty-six hands are kept constantly busy filling orders and arranging the stock, which amounts in value to \$50,000, while the annual sales run up to the enormous total of \$175,000. The manager and conductor of this vast business, Mr. Andrew Hanley, is a native of Dublin, Ireland, was born there in 1847, having lived in Savannah fifteen years. He commenced his present business in 1872, and by his energy and activity has in eleven years built up the largest trade in this section, extending through Georgia, Florida, Alabama and South Carolina. Mr. Hanley is too well known to require any special notice at our hands. Starting with no capital, he has attained his present position by bravely battling with Fortune; and now, while yet in the prime of life, has achieved a success vouchsafed to but few men of maturer years.

HORSE INFIRMARY—*Dr. J. J. Dillon, Proprietor, West Broad and York Streets.*

In compiling statistics of business for Savannah, and in making up a business history, no enterprise is of more importance to our people than our infirmaries, whether for the treatment of mankind or of dumb animals. Dr. Dillon's horse infirmary is situated in a most eligible location, and has every facility for the successful treatment of all classes of horses and mules. Many valuable animals have been saved from death by the skillful treatment they received here. Dr. Dillon has an experience of twenty-five years in his profession, and is therefore thoroughly fitted for its successful pursuit. He can accommodate 100 head of animals in his infirmary, and employs capable and skillful help in attending on his dumb patients. His charges are reasonable, and for a few dollars many a valuable animal has been saved. The Doctor stands high in all respects, is an honorable and upright gentleman, and has the confidence of his patrons and the community.

G. W. ALLEN—*China, Glass and House Furnishing Goods, 165½ Broughton St.*

The immense demand for crockery and glass has for some years past been on the increase, consequently the number of establishments for the sales of these wares has increased in a proportionate degree. Savannah has several large and complete crockery warehouses, and among these that of Mr. G. W. Allen holds a prominent position. Established in 1865, it has increased until now the stock carried amounts to about \$25,000, and the sales annually to \$20,000. Four efficient hands are employed, and the trade embraces the surrounding country and Florida, the high grade and quality of the articles sold being everywhere acknowledged. Mr. Allen is a native of Ireland, but has, with the exception of some years spent in Florida, lived here since 1854. His stock embraces all varieties of crockery and glassware, from the finest to the most common, to suit all classes of purchasers, and is well selected and arranged. His assortment of house furnishing goods of every description is also very complete, embracing all articles necessary to the outfit of a residence. He is a gentleman of excellent standing, prompt and reliable, and attends closely to business. In all respects his establishment is worthy of the patronage of the public.

DR. DUDLEY COX—*Live Stock Commission Merchant and Proprietor Savannah Sale Stables and Stock Yards, Corner West Broad and William Streets.*

Undoubtedly our work on the business industries and trade of Savannah will pass through the hands and undergo the critical inspection of merchants and business men of all classes, and, among these, many live stock dealers and others who devote their attention to the rearing and selling of mules and horses, and to these the establishment of Dr. Dudley Cox must possess a peculiar interest, constituting as it does probably the largest and most important place in its line in Savannah. He does a strictly commission business, and consequently can offer and obtain the best rates for his patrons. His long and thorough experience in his line has made him familiar with his business in its minutest details, and he enjoys facilities which cannot be easily surpassed or equalled anywhere. His yards can accommodate at least 500 cattle, 100 head of horses, and 100 of other animals. His assistants are liberally paid, and are thoroughly trained and competent to manage the large consignments which he receives daily from all parts of the United States. His account sales and transfers are promptly forwarded to his patrons and always give entire satisfaction. Possessing ample capital, he is enabled to conduct his business on the most liberal principles.

ROBERT D. WALKER—*Monuments, Mantels, Grates, etc., York Street, opposite Trinity Church.*

Whatever may be said in praise of the attainments in designs or sculptured ingenuity of former days in the old world, it must be admitted that the skill and genius of American productions in this department will not suffer, at the present day, by the most critical scrutiny in comparison, and it is not an unjustified boast to assert that the ability and productions of Savannah will make a favorable showing with any city in the South. If you will visit the works of Mr. Robert D. Walker on York Street, and examine the various styles and specimens



always to be found there, in marble and granite monuments, you cannot fail to receive a profound impression of the high attainments of American sculptural art. This establishment was founded in 1840, and has attained a prominent position among similar concerns in this part of the country. The grounds occupied are ample for the prosecution of the business, which embraces not only transactions in marble and granite, but every description of cemetery work in either, and also fine parlor grates, mantels of all kinds, in iron and slate, etc. Ten skilled and experienced mechanics are employed, and every article turned out at this establishment is most satisfactory in every respect. The success which has attended the operations of this house is the highest public tribute to the superior skill and business ability of the proprietor, and may be found in the fact that some of the finest monuments in our cemeteries have been produced at these works. Shipments are made to all parts of Alabama, also into Florida and other adjacent States. It is but a true tribute to skill and ability to record the fact that the citizens of Savannah and contributory territory may congratulate themselves upon the facilities and high artistic accomplishments here displayed, which find no superiors and few equals in this section of the country.

W. M. MILLS—*Retail Drugs, 61 Jefferson Street.*

Among the prominent drug stores of Savannah, we unhesitatingly place that of W. M. Mills, on Jefferson Street. Started in 1873, with moderate but sufficient capital, he has, by diligent and strict attention to business, increased, until now his stock is valued at \$5,000, and his annual sales amount to \$10,000, and are increasing. His store, which embraces an area of 30x60 ft., contains a large and very complete assortment of the best drugs and medicines, all selected by himself from the best manufacturers in the country. There is also a very choice assortment of fancy goods, combs, toilet articles, perfumes, and other articles of use and luxury. Dr. Mills is a native of Savannah, born in 1849, and has all his life been in the drug business, being thus as fully qualified as possible for the responsible position which he holds in the community. He is well known in the community as a conscientious and reliable druggist, and has the entire confidence of his customers and the community at large. Among his many excellent preparations we would notice his cough mixtures, which are very popular, and his diarrhoea mixtures, which effectually check the most aggravated form of that disease. To those who wish either a prescription carefully prepared, or the best medicines and toilet articles, we would advise an early call at his establishment.

E. M. CONNOR—*Books, Stationery, etc., 126 Broughton Street & 23½ Bull Street.*

The establishment of Mr. Connor is undoubtedly the leading book store of Savannah. Occupying as it does a favorable location in the central part of the city, it is frequented and patronized by the best classes, who find here the choicest literature of the day at the most reasonable prices. Mr. Connor carries a very complete stock of books, comprising the works of the most popular authors, American and European, bound in all styles, from the costliest to the cheapest. His supply of fancy articles, writing desks, blank books, photographs, paper cutters and other articles of use and virtue is also very complete, and is constantly being replenished by fresh arrivals. Mr. Connor is a gentleman of long experience and business ability, and is generally popular with all his customers. He is ably seconded in his business by his daughters, and the stock therefore receives more attention and is better kept than it would be in the hands of hired clerks. The store is well deserving the liberal patronage it receives from all, and is a pleasant place in which to while away an half hour.

HERMAN L. SCHREINER—*Book, Stationery, Music and Toy House, 129 Congress Street.*

This house has been in existence in this State over a quarter of a century, and is the oldest in that line in Savannah. Mr. H. L. Schreiner visits Europe every year, and there selects all the latest novelties. The sales of toys and fancy goods amount yearly to a very large sum and are increasing rapidly. Although there are in this city several establishments which deal exclusively in these articles, the largest by far and the most important one is that of H. L. Schreiner, which has for years been one of the features of Savannah. The establishment comprises three floors, and the stock is as complete and varied as possible, consisting of wax and china dolls, wood and papier maché toys, Bohemian glassware, vases, inkstands, willow ware, besides all the domestic toys manufactured. The stationery department contains the finest importations as well as the best domestic products of writing paper, envelopes, pens, ink, pencils, etc. One of the leading departments of this establishment is that of musical

instruments and music. Mr. S. has lately imported from Europe a fine stock of pianos selected by himself while in Europe during the past summer. Mr. S. ranks among the best musicians and pianists of the South, and his thorough knowledge and long experience give him advantages enjoyed by few if any in the trade. The stock of violins, guitars, flutes, accordeons, brass band instruments, etc., is selected every year in Europe, and the house can compete with any music house in the country. The sheet music department contains the latest publications of the day. The celebrated pianos of Wm. Knabe & Co., and Ernst Gabler & Bro., as well as the well-known parlor organs of the Bridgeport Organ Co. and Peloubet & Co., are regularly kept in stock. The assortment of small instruments is complete, containing full sets of brass band instruments of the best manufacture. Also violins, flutes, guitars, banjos, tambourines, drums, and violin, guitar, banjo and violoncello strings of the best quality. In the stationery department, the finest imported and domestic writing papers, pens, pencils, inkstands, form a beautiful array for the supply of banks and mercantile offices. An examination of these particular goods, styles and prices is worth the attention of purchasers.

THOMAS BOWDEN—*Sales Stables, 214 Broughton Street.*

The establishment of Mr. Thomas Bowden, on Broughton Street, is one of the best known and most liberally patronized in the city. This is owing to the general high reputation of the place in all respects; and also to the energy, industry and business capacity of the proprietor, which all combine to render it one of the most desirable places at which to purchase a first-class animal at most reasonable price. Mr. Bowden is one of the best judges of horse-flesh to be found in Savannah, and all of his stock is invariably what he represents it to be. He keeps on hand a number of the finest Kentucky horses, all tested and proved, and which he sells at a most reasonable figure. Competent assistants are employed, who all thoroughly understand their business. All who desire to examine or buy some of the finest horses found anywhere, will find it to their advantage to call on him. Mr. Bowden is generally liked and esteemed in the community, and is well deserving the liberal patronage accorded him.

ALLEN & LINDSAY—*Furniture and Carpets, 169 and 171 Broughton Street.*

The reform which of late years has taken place in every style of article or utensil, either necessary or ornamental, has extended in perhaps a greater degree than in any other to the furniture, and in scarcely a less degree to the carpet trade, which either separately or collectively engage the attention and best talents of thousands of workmen and designers in all the great manufacturing centres of the Union. The rage for the antique has culminated in a complete revival of styles once considered obsolete, but now acknowledged to be the perfection of beauty and elegance. The graceful and elegant sideboard of one hundred and fifty years ago is now confessedly superior both in design and finish to the best efforts of modern workmen; and the same is true of all other articles of furniture. The reason of this is apparent to one who has studied the matter closely. The workmen of the past devoted weeks or months to the decoration of a single panel, and when finished it was at once recognized as among the masterpieces of art. His whole soul and genius were in his work, and the result was a triumph of art, ingenuity and patient application; to-day a set task is given each to perform at so much per day, and when finished, his work, though coldly correct, can-

not for one moment bear comparison with that of his fellow. The revival of the old styles is therefore a most happy augury of the future of the furniture trade considered as an art, and workmen are already rivalling the masterpieces of by-gone days, and will no doubt in time fully equal if not surpass them. Of carpets the same may be said; the English factories, particularly the Axminster, taking the lead of all modern factories. In Savannah there is as keen an appreciation of the beautiful in both these department as elsewhere; and foremost among the houses whose stock is remarkable for beauty and elegance, we notice that of Allen & Lindsay. Started in 1876 with small capital, it has within this short space increased, until now the stock carried amounts to \$40,000, and the annual sales to \$100,000 and over. On an average twenty hands are employed. The establishment comprises two stores, 30x90 feet each, with three stories and cellar, and the stock is all that could be desired both for beauty and variety. Mr. D. G. Allen, the senior member of the firm, is a native of Ireland, has lived in Savannah for ten years; Mr. W. J. Lindsay, a native of New York, in Savannah sixteen years. Both are gentlemen of high standing and reputation, and their present splendid business is the result of their own energy and application. In all respects this firm is a representative one, and a credit to the community by which it is so liberally patronized.

H. SANDERS—*Wholesale Dealer in Lager Beer, Ale, Porter, etc., 185 South Broad, corner Jefferson Street.*

This well-known establishment is undoubtedly one of the most reliable and trustworthy in Savannah, worthy both as regards the general reputation of the proprietor and the quality of the liquors there sold, and its reputation is not limited to Savannah, but extends throughout the State and adjoining ones. Mr. Sanders commenced in 1873, having first expended a considerable sum on his buildings, fitting them up with cellars, refrigerators, etc., in order to make it what it is, a first-class place in every respect. He is now able to offer the citizens the best liquors at a most reasonable price and at all seasons in a perfectly cool and fresh condition. He has every facility for bottling and handling all kinds of imported ale, porter and beer. He is also agent for the world-renowned beer of John F. Betz & Son, of Philadelphia; the Empire Brewery, of New York, and other well-known establishments, and is prepared to offer it either by barrels or cases in perfect condition. His trade at present is largely in Savannah, where he enjoys a liberal share of patronage. One single and two double teams are constantly employed in delivering his goods all over the city. No establishment in the South offers better facilities. Mr. Sanders is a gentleman of high standing and is generally liked and esteemed.

HESS & HERMES—*Photographers, 177 Congress.*

Photography has made as much advance and progress as any enterprise during the last twenty-five years, and now we get likenesses where we were formerly satisfied with pictures, at least so we find in the new and handsome gallery of Hess & Hermes, at 177 Congress Street. They have just opened up, and as a matter of course have the newest and best processes for taking likenesses. The rooms are selected especially with a view to doing good work, and are well fitted up and lighted. They keep on exhibition fine specimens of their work, from which the public may judge of their work. Enterprising men, they well deserve the handsome patronage which has already been accorded them.

ROBERT H. TATEM—*Retail Druggist, 146 Liberty Street, cor. Whitaker St.*

A first-class drug store must always in every community hold a unique position, and the best proof of the esteem in which it is held is evinced by the amount of patronage it enjoys. In Savannah, one of the most popular and reliable establishments of this character is that of Mr. Robert H. Tatem, on Whitaker Street. Established in 1861, with small capital, it has steadily increased both in capital and sales, and is now one of the most popular in Savannah. The store is 18x65 ft. in dimensions, and contains a large and well-selected stock of drugs. Mr. Tatem is a native of Virginia, but has resided in Savannah since 1857. His establishment under his supervision is well maintained, and compares favorably with any in the city. Mr. Tatem has also a fine vineyard near the city, in which he grows the finest qualities of grapes, the grounds embracing seventeen acres. He is a gentleman of excellent character and reputation, and in all respects merits the success which has attended his efforts.

SOUTHERN EXPRESS COMPANY—*F. L. Cooper, Agent, Bull Street, Corner Bryan.*

A business history of Savannah without some mention of the Southern Express Company would be an omission not to be overlooked by the mass of our business men, who look upon it as a great convenience, and an enterprise of which the city may feel proud. The inception of this enterprise in this country dates back for a quarter of a century at least, and the extent of country over which it operates makes it a gigantic industry. It reaches from Richmond, north, where it connects and operates with the Adams Express Co., to New Orleans, south, where similar connections are had with the Texas Express Co., and so systematic and perfect are the arrangements that there is no delay, express matter reaching its destination promptly, where it is delivered as directed—the transmission of money and all valuables, as well as packages, boxes, goods of all kinds, fruits, vegetables and all perishable articles that must receive prompt attention. Early vegetables, fruits, fish and oysters are shipped from points all over the South by this express to the North, and there is no loss by delay, as often occurs when shipping by freight, thus proving economical. Mr. F. L. Cooper, the local agent, is from Augusta, Ga.; has had fifteen years experience in this business, but has recently been appointed to his present position, and he has filled it most satisfactorily. Mr. D. F. Jack, the superintendent, makes Savannah his headquarters, and the popularity of the company is largely due to his executive ability.

BACON, JOHNSON & CO.—*Planing Mill, Lumber and Wood Yard, corner Liberty and East Broad Streets.*

We are free to admit, in descanting upon the many advantages in all departments of trade, manufactures and commerce, that pertain to Savannah, that one of the most important enterprises connected with this community is that which relates to the lumber trade. What the magnitude of these interests are, will appear by comparative statistics in the editorial portion of this work, our intention now being to state some facts with reference to the firm of Bacon, Johnson & Co., successors to Bacon & Brooks, a house which has promoted the business to which we allude to a remarkable degree. This establishment has been in existence for twenty years and is a prominent enterprise of the kind in this city. The yards at the corner of Liberty and

East Broad Streets are ample, and the various mills—planing, turning, moulding and saw mills—are provided with all the necessary machinery, which is run by ample steam power. Twenty-five experienced and competent hands are employed, and the products of the establishment consist of mouldings of every description, newels, balusters, brackets, pickets, laths, shingles, scroll work and wood. A full stock of seasoned lumber and wood is always kept on hand, the varieties of lumber being yellow pine, cypress, white pine, black walnut, Florida cedar, mahogany, poplar, ash and white oak, also light wood, oak and pine, kindlings, cut or in stick. The trade is largely a local one, orders being also received from other places, the sales reaching \$75,000 per annum. All kinds of lumber, either dressed or rough, can be obtained from this firm at the lowest market prices, and the entire establishment compares most favorably with any similar concern in the South. The utmost capacity of these mills is being tested by the immense demand made upon them at the present time. The individual members of the firm are Messrs. A. S. Bacon, L. Johnson and C. W. Pike, gentlemen so thoroughly identified with the trade as to need no personal comment at our hands. We may be pardoned, however, for saying, in conclusion, that the standing and reputation achieved by the house is such as to warrant the entire confidence of those with whom it has business relations, and entitles it to the consideration of that community whose general interests the concern has done so much to promote.

J. F. La FAR—*Gents' Fashionable Emporium for Furnishing Goods. Hats, etc., 23 Bull Street.*

Undoubtedly the leading establishment in Savannah in the furnishing goods line is that of Mr. John F. La Far, which, situated in the most fashionable portion of the city, has for some time occupied without dispute this position. Mr. La Far carries a very large and select stock of goods, embracing all fancy articles, such as neckties, scarf-pins, etc., and also the more necessary ones. Coming as the patronage of this establishment does from the more select and fashionable portion of the young men of this city, he is obliged to keep only the very best and choicest goods in the market, and with his long experience in this line no one in the city is more fitted to conduct successfully this well-known house. Thoroughly acquainted with the grades of the Northern markets, he is always enabled to purchase the best of everything, selecting his goods with the skill of one long accustomed to the business. His present position as leader of the fashion in Savannah has been obtained by unceasing application to business, and a nice appreciation of the wants of his patrons, and we can safely recommend him to all who wish the best goods in Savannah at the most reasonable prices.

A. H. CHAMPION—*Wholesale and Retail Grocer and Produce Commission Merchant, 154 Congress and 153 St. Julian Streets.*

In disclosing the advantages that pertain to Savannah in the great channels of commerce and manufactures, it is our intention, while avoiding unnecessary minutiae, to so represent the industries of this community as to leave no doubt in the minds of distant readers that this market not only can, but does, compete as a source of supplies with any in the South. In so doing we can not ignore the claims to prominence of Mr. A. H. Champion, who is engaged as wholesale and retail grocer and produce commission merchant at Nos. 154 Congress Street and 153 St. Julian Street,

and who, from the extent of his operations, is entitled to recognition in this work. This enterprise was established in 1853 by Messrs. Champion & Watts, and in 1860 the name was changed to Champion & Freeman, Mr. C. having succeeded to the entire control in 1878. The building occupied is four stories in height, 23x60 feet in size, and is well adapted for the display and storage of goods in this line. The stock embraces the freshest and best grades of groceries and provisions, choice canned goods and every variety of commodities usually found in establishments of this description, and is estimated to average \$10,000. Six competent and courteous assistants are kept constantly employed, and the sales throughout South Carolina, Georgia and Florida reach \$60,000 per annum. Mr. Champion is a native of this State, and has been engaged in this branch of trade all his business life, being now at the head of a house that compares most favorably with similar concerns in the South. He has been a member of the Chatham Artillery since 19 years of age, and in mercantile relations he has, by the energetic business methods and courteous disposition manifest in his trade relations, secured a liberal share of public patronage, which must continue to increase with the insured growth and development of the city.

H. D. HEADMAN—*Manufacturer of Iron Railing, and Ornamental Iron and Wire Work, etc., 117 Broughton Street.*

In a detailed review of the manufacturing industries of Savannah the above well-known enterprise ranks as one of the oldest and best known, having been here for twenty-five years. He learned his trade in Philadelphia, which is a guarantee of its being thoroughly learned, and thence came to Savannah, where he has since resided. His present work is mostly in iron railing and ornamental iron and wire work. He also does a large business in fencing cemetery lots, and handsome examples of his skill can be seen in the cemeteries around Savannah. He employs six to eight competent hands, who ably second his efforts. Mr. Headman has a wide reputation for the excellence and stability of his work, which in all respects can bear comparison with any in the country. He is prompt in performing all contracts, and has a high reputation in the community both as a competent workman and reliable and straightforward man.

J. R. HALTIWANGER—*Druggist, Northeast Corner Broughton and Drayton Streets.*

One of the best and most popular drug stores in Savannah is undoubtedly that of Dr. J. R. Haltiwanger, at the corner of Broughton and Drayton Streets. Situated on the most important thoroughfare of the city, it is equal in every respect to any there, both as regards the excellency and purity of the articles sold and for the general reputation of the establishment. It embraces an area of 25x35 feet, facing on Drayton and Broughton Streets. The stock carried is valued at \$3,500, and the annual sales amount to \$10,000 and are rapidly increasing. The Doctor and his able and courteous assistant, Mr. Hill, compound and sell a number of valuable remedies, which have a wide reputation. Among these we will mention Haltiwanger's Balsam, Haltiwanger's May Apple Pills, Fever and Ague, and many others. Special mention should be made of the "Golden Injection" prepared by them. This medicine is the best and most harmless remedy for gonorrhea known, and as an evidence of its popularity we will merely mention that an order for New York was not long since filled and forwarded. The Artillery Cologne is also having an extensive sale. Dr. Haltiwanger is by pro-

fession a physician, and commenced the drug business in 1869, being thus doubly fitted for his present occupation. He is a native of Lexington County, South Carolina, but has resided here since 1869. He is well-known throughout the community as a conscientious and careful druggist, as is also his assistant, Mr. Hill, and we willingly advise those who are suffering from any disorder to go to him for consultation.

A. W. HARMON—*Savannah Club Livery, Sale and Boarding Stables, Drayton, Hull and McDonough Streets.*

When and how the system of hiring horses, for longer or shorter periods, originated, it is probably hard now to determine, but to whatever date and cause it is to be



attributed, certain it is that the system as it is now carried out is not only one of our greatest modern conveniences, but is an absolute necessity. With the growth of our population has increased the demand for livery teams, carriages, etc., and the business has assumed great proportions. Among

the several livery establishments in Savannah, the Savannah club stables, conducted by Mr. A. W. Harmon, deserves especial mention in this work as being one in every way a representative of the best class of such establishments. These stables, situated on Drayton, Hull and McDonough Streets, are complete in every way, and are arranged in a manner that affords the greatest convenience in every department. This enterprise was started by Mr. Harmon four years ago, and has attained a high position among similar establishments in the city. The stables are built of brick, and are two stories high, and contain sixty-two stalls, besides accommodation for vehicles of every description. Riding or driving, single or double teams, can always be secured, and special attention is given to supplying carriages for parties, balls, weddings and other occasions. Fifteen employees are required in the business, the line of vehicles kept on hand is stylish and of most popular and recent manufacture, and a most satisfactory and lucrative trade is enjoyed throughout the city. Mr. Harmon is a business man in the fullest and best sense of the term, and his congenial disposition and cordial sincerity have made him extremely popular with that part of the public with whom he comes in contact. To our readers, whether residents of Savannah or from abroad, we particularly commend this establishment, which, in the style of stock, turnouts and moderation in price, is not eclipsed by any competitor in the Forest City or elsewhere.

P. E. MASTERS—*Plumber and Gas-fitter, 187 State Street.*

The profession of the plumber, like all others, requires no little amount of skill and judgment, as well as close application to all its details; and in Savannah, which can boast of many first-class plumbers, none are more competent workmen, or are more reliable in every respect, than Mr. P. E. Masters. Himself a master workman, he employs only the best and most experienced hands, who like himself are thoroughly acquainted with the trade in its minutest details, and who are prompt in its execution. Mr. Masters is a native of St. Augustine, Florida, but has resided in Savannah for twenty-four years, and has always identified himself with Savannah and its interests. We take pleasure in calling attention to this establishment as one at which the best work, as well as the promptest, is always guaranteed and carried out. Mr. Masters stands well in all respects, is well liked and generally popular.

THOMAS J. HALLIGAN—*Plumbing and Gas-Fitting, 45 Bull Street.*

In connection with the manufacturing history of Savannah and her other industries, the establishment of Mr. Halligan is well worthy of notice as one of the best and most reliable in his line to be found in the city. With an experience of eighteen years, of which he has most faithfully availed himself, Mr. Halligan is now amply fitted to undertake any contract, large or small, in his line, and also to perform it, as he invariably does, in the most thorough and workmanlike manner. His store is well arranged, and fitted out with the best and most modern appliances; and the stock is handsome and varied, embracing brackets, chandeliers, drop lights, pendants, portable stands and plumbing material in general. He does all description of plumbing, fitting out stores, private residences and other buildings in the most thorough and workmanlike manner. He employs competent assistants, who are under his personal supervision. Mr. Halligan is a native of Ireland, but has resided here for nearly thirty-five years, and has gained an enviable reputation for himself during that period. He is always prompt and fulfills faithfully all contracts undertaken by him.

E. L. NEIDLINGER, SON & CO.—*Dealers in Saddles and Harness, Belting, Saddleryware, Harness and Sole Leather, 156 St. Julian and 153 Bryan Streets.*

This well-known firm, which has been in existence since 1860, is by far the largest and most important in Savannah, having survived the vicissitudes of the war unscathed, and throughout a business life of twenty-four years has stood, as at present, at the head of similar firms in Savannah. The firm was founded in 1860 by Mr. E. L. Neidlinger, the senior partner, who in 1881 admitted his son, Mr. W. C. Neidlinger, and Mr. J. W. Rabun, the Co. Their premises occupy three floors of 30x90 feet each, and filled with a complete stock of the most improved saddles, harness, belting of all sizes and varieties, harness and sole leather, etc., all from the best manufacturers in the country, and selected with care to suit their numerous customers. Their trade extends through Georgia, South Carolina and Florida, and is yearly increasing. The stock is valued at \$18,000 to \$20,000, and requires the constant attention of five employees, while the annual sales foot up \$50,000 and are growing rapidly. All the members of the firm are natives of Savannah, and have had long experience in their line. All stand well in every respect, both in and outside of business circles. Persons visiting Savannah, and in need of goods in their line, would do well to call on them before going elsewhere.

J. H. KOCH—*Watchmaker and Jeweler, 22½ Whitaker Street.*

The establishment of Mr. Koch is eligibly situated on Whitaker Street, and ranks among the leading jewelry stores of the city. The store is admirably fitted up with handsome show cases and other appurtenances for the advantageous display of the handsome and varied stock he carries. Mr. Koch has an especially fine lot of diamonds, all handsomely mounted and set. He also carries a complete line of American and foreign watches, from the most noted manufacturers, and a most elegant assortment of jewelry of all kinds of the most exquisite pattern and designs, silver and plated ware, and in fact everything which constitutes one of the best appointed jewelry stores in the city. He is also agent for Dr. Julius King's celebrated combination spectacles, of which over a million are in use, and which are pronounced by experts the best in the market. In all respects Mr. Koch's establishment ranks among the best in Savannah, and is well deserving the extensive and increasing patronage which it enjoys.

JOHN A. DORNEY—*Carpenter and Builder and Manufacturer of Titman's Patent Refrigerators, 141 President Street.*

The contracting and building industry forms in all large cities a most important branch of trade, and in Savannah, which has made such vast strides within the last few years, this line deserves especial notice; and among those who have the highest reputation for excellence of work and reliability in performing conscientiously all contracts we notice Mr. J. A. Dorney, who embraces in his establishment all lines and branches of contracting and building. In addition to the general business of contracting and building, he is also the only manufacturer of Titman's celebrated refrigerators, which have a wide reputation all over the United States, and which possess advantages over the ordinary refrigerators which at once stamp its superiority. Orders for this refrigerator either by mail or otherwise will receive immediate attention, and satisfaction is guaranteed. Mr. Dorney is a gentleman of high standing in all respects and is well deserving of the patronage of the community.

APPEL BROS.—*Clothiers and Hatters, No. 163 Congress Street.*

The wholesale and retail clothing and hat trade is in all cities an important branch, and in Savannah there are houses which for quality and variety of stock carried, as well as fair and open dealing and low prices, can compare with any in the country. Prominent among these we may notice the well-known firm of Appel Bros., whose store on Congress Street is among the leaders of fashion and prices. The members of the firm are Mr. Charles Appel and Mr. H. G. Appel, both gentlemen well-known as prudent, energetic and reliable business men. Their store, which is 23x90 feet, contains a stock valued at \$20,000, while the annual sales amount to \$60,000, and are increasing, the trade extending through Georgia, Florida and South Carolina. The stock carried is as complete and varied as possible, embracing all the latest novelties in gents' clothing, from the full dress suit to the plainest business suit, gents' underwear of every description, collars, cuffs, shirts, etc. They also carry a very fine line of hats from the most celebrated makers, native and foreign, which are sold at as low a figure as their clothing. All their goods are guaranteed and always come up to standard. Besides this they are sole agents for Tower's celebrated oil clothing and rubber goods, which are world renowned. Country merchants and farmers, as well as others who come to Savannah, can find no better and more reliable store than this one. Their money will be well invested, and as the first sale lays the foundation of orders they will most surely return. Orders sent by mail will also be promptly and satisfactorily filled.

H. J. MEYER—*Practical Plumbing, Gas and Steam Fitting, 46 Whitaker Street.*

Savannah, like other cities, is well represented in the plumbing line, and it forms an important item in an account of the industries of the city. Among the best establishments in the city is the well-known house of Mr. H. J. Meyer, at 46 Whitaker Street. With new and improved tools, a fresh and complete stock of plumbers' materials, and a fine and elegant line of chandeliers, brackets and gas fixtures, this house is prepared to compete with any, both for quality and cheapness of work. Mr. Meyer is a young and enterprising man, well acquainted with all the details of his trade, and has every prospect of success, backed as he is by energy and honesty. His store is a neat and attractive one, and the stock is full and varied. We cheerfully recommend him to all who wish the best work in his line, promptly and thoroughly done.

M. J. DOYLE—*Dealer in Groceries, Liquors, Tobacco, Cigars, Grain, Hay, etc. Market Square, East Side.*

The grocery trade in Savannah represents a larger amount of capital than other lines, and, extending as it does through many of the Southern States, its representatives demand more than a passing notice. No house in the country stands higher than the more prominent ones, their integrity, promptness and general reputation insuring them always extra facilities and accommodations from the large Northern dealers. Among those who may be classed thus is the well-known establishment of Mr. M. J. Doyle, which, for twenty years, has occupied a leading place in the business of Savannah. Established in 1864 when the South was lying helpless and bankrupt, Mr. Doyle has steadily fought his way up, and to-day no merchant is more trusted or looked up to than he, and none do a safer or more reliable business. His store is 60x90 feet in dimensions, and has three floors, containing goods valued at \$10,000, while his annual sales amount to \$150,000, distributed through Georgia, South Carolina and Florida. His stock embraces the choicest groceries, liquors, tobacco and cigars; also grain and hay. His groceries are all carefully selected and are the best; his liquors are pure, and guaranteed the finest. He also receives and sells large quantities of grain, hay, etc. Mr. Doyle is a native of Ireland, but has lived in Savannah for thirty-five years. He is a gentleman of high standing, courteous and polite, and has the confidence of his customers. As this is the *only* exclusively cash house in the city, he is enabled to buy at much lower rates than other dealers, and consequently to offer inducements to his customers such as none other can.

CORMACK HOPKINS—*Tin Roofer and Manufacturer of Tinware, Stoves, Copperware, Tin and Sheet Iron, etc., 167 Broughton Street.*



Savannah undoubtedly contains establishments in all branches of trade and manufactures which may challenge comparison with any similar ones in the country, and prominent among these is that of Mr. Cormack Hopkins on Broughton Street. Started by the present proprietor in 1868, just after the war, he has by industry and steady application attained a rank in his profession not inferior to that of any in the same branch of trade in

Savannah. His establishment is 20x90 feet in dimensions, two stories in height, with a warehouse 20x50 feet. His stock is extensive and varied, comprising every article in demand. His trade is far reaching, and embraces Georgia, Florida and South Carolina, and will doubtless under his efficient management reach even farther. Mr. Hopkins is a native of Georgia, being born in 1832, and having lived in this section all his life. He employs upwards of twenty hands, who perform well and faithfully all contracts undertaken by him. Mr. Hopkins is a gentleman of good standing in the community, and is respected by all classes with whom he comes in contact. His work is always well performed, and his house is well-known in Savannah for stability and general excellence.

DAVID WEISBEIN & CO.—*Dry Goods, Hosiery, Laces, Embroidery and Fancy Goods, and Manufacturers of Ladies' Underwear, 153 Broughton Street; New York Office, 369 Broadway.*

To build up a large and successful business is, with most men, the work of a lifetime, and it is only in exceptional instances that a man of more than ordinary ability, tact and energy can proudly point to an establishment which, in magnitude of business transacted, far surpasses his neighbors. and say, "All this in a few short years I have done, which my rivals in trade have not accomplished in a life-time." In Savannah this can with truth be said of the firm of David Weisbein & Co. In 1870, one of the most unpromising business years in the history of the country, they started with small capital, but backed by energy and a determination to succeed. How they have succeeded can best be told by visiting their immense establishment and watching the ceaseless stream of trade which all day long throngs its counters. Their store occupies an entire building, four stories in height, each story 35x90 feet in dimensions, and contains a stock valued at \$75,000, while the annual sales foot up the enormous total of \$300,000—\$100,000 wholesale and \$200,000 retail, thus making their retail trade by far the largest in the city. To transact this immense business forty hands are kept constantly busy. One of the most noticeable features of this establishment is the admirable system and order which is required and maintained. Each clerk knows his or her allotted task, and performs it without interfering with any one else: each article has its place, from which it can be taken and displayed at a moment's notice: and seeing all this, one can understand the success which has attended this firm in its business transactions. Each story, too, is filled with a particular line of goods, arranged as follows: the first floor to display and retail sale of dry goods of all varieties, fancy goods, trimmings, notions, laces, embroideries, etc., all selected with taste and judgment to suit his numerous customers. The second floor to cloaks, shawls, and suits. They have undoubtedly the finest cloak and shawl parlors in the State, and their stock in this line is by far the handsomest in the city. They also have one of the finest assortments of blankets in the South, of all styles and prices. The third floor is devoted to the wholesale department exclusively, and the basement to the storage of reserve stock. Messrs. Weisbein & Co. also have a resident buyer in New York City, who, ever watching the variations of the market, and always on hand at forced sales, enables them to sell goods at prices which defy all competition. The New York office is at 369 Broadway. Mr. Weisbein is a native of Prussia, born there in 1842, but came to America in 1859, and since 1869 he has lived in Savannah, with whose interests he has thoroughly identified himself. He commenced his present line of business in Stettin, Prussia, and has thus had the experience of a lifetime in it, of which he has made good use, and the result is his present splendid establishment and business, which business has no limits in the future, if conducted as heretofore, under his supervision, and administered with his financial ability. His standing, both in and out of business circles, is excellent in all respects, and he is by all regarded as one of the representative business men of the place. If there be any man, young or old, who is discouraged at seeming obstacles in his business, let him read this article and ponder on the lesson it teaches. Let him see what determination, energy, and straightforward, honorable dealings have done, and with this example before him resolve to do likewise. All things come to him who waits—not with folded hands and despondent heart, but who can toil patiently and uncomplainingly, waiting for the reward which will one day be his, as it has been that of the firm of which this article treats.

JOHN McLAUGHLIN & SON—*Auction and Commission and Real Estate, 166 Bay Street.*

In a town so active and bustling as Savannah, where improvements are constantly going on, and also where property is changing hands frequently, there must necessarily be one or more firms who make the details of such transactions their specialty. Undoubtedly the largest, by far, in this line is the well-known house of John McLaughlin & Son, which has been established since 1865, and has, by attention and strict and reliable action in all dealings, obtained the largest and best business in Savannah. The firm occupies the spacious building at 166 Bay Street, which is well fitted up with every convenience for the various lines which they so successfully conduct. They employ four competent hands, who thoroughly understand the business, being trained under the watchful eye of the proprietors in all its details. An enormous commission business is transacted, amounting yearly to not less than \$170,000, and increasing. They also dispose of, at auction, property, real and personal, of all descriptions, including provisions, furniture, horses and carriages, etc., some of the most valuable in the State having passed under their supervision, and in every instance have given satisfaction to all concerned. Besides this they transact a general real estate business, buying and selling, renting, caring for property, paying taxes, etc. Messrs. Laughlin & Son enjoy advantages in this business which few have. Their ample experience, sound judgment, large correspondence, and general push and energy, amply qualify them for their responsible position, and no similar house in Savannah is more fit to be intrusted with business of this nature. They enjoy an enviable reputation for business integrity, and are highly esteemed for personal qualities. Consignments of stock, of goods, or any property on which immediate money is desired from, will receive their prompt attention and be put on sale at the first favorable time.

L. CARSON—*Livery and Boarding Stables, Broughton Street.*

A first-class and reliable livery stable is a necessity in every community, the importance of which cannot be overestimated. Every one who owns a fine horse is desirous of seeing him well treated and cared for, because such is the constitution of these animals that the slightest mistake or wrong treatment may injure them forever. Many fine animals worth thousands of dollars have no doubt been ruined by carelessness and inattention, which were called by other names. It is, therefore, of the utmost importance to know, when one wishes to board a valuable animal, where to put him. In Savannah this question is easily answered by all who have had dealings with Mr. L. Carson, the popular livery stable keeper of the Marshall House, on Broughton Street. Mr. Carson keeps a fine establishment and has thirty horses of his own for hire, no less than thirty-five horses boarding, some very fine animals. He is prepared to contract for funerals, parties, weddings, etc., and is always punctual to his engagements. He also buys and sells. His stables are two in number, two stories each in height, and are thoroughly fitted out for the carrying on of his large and increasing business. Mr. Carson is a native of Downs County, Ireland, but has been in Savannah since 1845, thus being practically a Savannahian in all respects, and has a force of assistants all capable and attentive. He has had eighteen years experience in this profession, and is therefore as competent to assume the control of such a business as experience and knowledge can make him. He is popular, reliable and stands well with all classes of the community.

BOGART & HAMMOND—*Cotton Factors and Commission Merchants, General Agents for Chesapeake Guano Company's Standard Brand Ammoniated Guano, No. 96 Bay Street.*

Within the last few years Savannah has assumed the rank of the second cotton port in the Union, a proud distinction, and which has been won only by the indomitable energy and perseverance of her merchants. In addition to this she has become the distributing point for fertilizers, an article so much needed, and which brings the farmer so bountiful and ready a return. The firm of Messrs. Bogart & Hammond are general agents for the celebrated Chesapeake Guano Company's Standard Brand <B & H> Ammoniated Guano, the merits of which are too well established to be a matter of comment here. Country merchants in Georgia, Florida and Alabama can get the article at producers' prices through this firm. They conduct also a general commission business in cotton, extending such favors to their patrons as they are justly entitled to, while all their consignors of cotton receive prompt attention and early remittances of all money. Their experience and ability render the firm one of the best in Savannah with which to conduct business. Enjoying the confidence of the business community as honorable and reliable men, and financially on a solid basis, the house well deserves the extended and increasing trade it is enjoying, and must assuredly continue to stand among the prominent merchants in this line of business.

WOODBIDGE & HARRIMAN—*Cotton Factors and General Commission Merchants, No. 54 Bay Street.*

This well-known house enjoys a reputation of which the proprietors may well be proud, and in a work of this nature deserves more than a passing notice. Its business is conducted on the highest principles of honor and integrity, together with energy and ability, and these facts, combined with the genial and courteous manners of the members of the firm, have brought to it the eminent success it has attained, and its importance in the business community of this place. Founded in 1865 as Bothwele & Woodbridge, in 1870 it became W. B. Woodbridge; in 1878 B. W. Woodbridge, and in 1881 the present firm. Their business, which amounts to 15,000 bales of cotton per annum, is yearly increasing, extending through Georgia, Florida and South Carolina, in all of which States they enjoy the confidence of their numerous customers. The members of the firm are B. W. Woodbridge and Orlando Harriman, Mr. Woodbridge being a native of Savannah, and Mr. Harriman of New York. Mr. Woodbridge's father was for many years collector of this port, a position which he acceptably filled. They offer the most liberal inducements to consignors, making large cash advances on consignments and guaranteeing prompt returns; and commanding, as they do, a large and influential class of buyers both here and in Europe, none are more suited to receive and dispose of all goods sent them.

FOOTMAN & CO.—*Insurance, Life, Fire and Marine, 118 Bay Street.*

The necessity of insurance is fully recognized by all classes, from the merchant who, shut up in his counting-room, never sees the ocean from year to year, to the ship-owner and captain whose all depends upon the fickle winds and waves. Amidst the dangers which every day pass us by, we know not how near, we may soon fall; in view of such a contingency it is the duty of every man to provide for those who look to him for support. Savannah has ample insurance facilities, all of the largest companies in the world being represented here, and among the most prominent and reliable agencies may be classed that of R. H. Footman & Co., whose business and

general standing will bear comparison with any. Mr. Footman is a native of Georgia, and has lived here all his life. He first commenced in 1859, and established the firm of R. H. Footman & Co. in 1866, since which year they have successfully conducted the business. Mr. C. F. Prendergast has been a member of the firm since 1879. They are agents for the following companies: Home and Continental, of New York; Phoenix, of London; Queen, of England; Virginia Home, of Richmond, Va.; Manhattan Life; Insurance Company of North America. All these companies are of world-wide reputation both for solvency and prompt payment of claims. Mr. Footman and Mr. Prendergast are both gentlemen of high standing in all respects, and those who wish to insure in either fire, life or marine companies, can obtain from them the most reasonable rates and the best indemnity.

MRS. KATE POWER—*Straw, Millinery and Fancy Goods, 168 Broughton.*

The neatest and most attractive establishment in Savannah in the millinery line is that of Mrs. Kate Power, on Broughton Street, and we doubt if any can exhibit as pleasing and attractive a line of goods as hers. Mrs. Power commenced her present business about seven years ago, and has throughout that time conducted her business with an energy and enterprise which command the respect and patronage of all. She carries a good stock of children's goods of all kinds, and also makes a specialty of ribbons and fancy goods, laces, flowers, feathers, hats, bonnets, trimmings, and an unequalled line of embroidery of beautiful designs and patterns. Four skilled assistants are employed. The work coming from this establishment has attained a wide popularity for its elegance and taste and superior finish. Mrs. Power is a native of Savannah, and is therefore well entitled to the extensive patronage which she enjoys.

HAVENS—*Photographer, Photographer's Stock and Materials, Engravings and Fine Art Goods, 141 and 143 Broughton Street.*

Forty-five years ago, an obscure French chemist made the first steps in what was then deemed the wild dream of an enthusiast, which to-day has risen to the position of an art, to be master of which requires as thorough study, application and perseverance as any of its sister arts. Journals, as well and ably edited as those of painting or sculpture, are devoted entirely to its study and advancement, and the photographic studio of the present will contest the palm of beauty and elegance with that of the most eminent painter. This result has been brought about by the unremitting labors of those who have made this branch their life study, one improvement following another, and each one benefitting by the experience of his neighbor. Among this band of handiworkers we will include the proprietor and owner of the best photograph gallery, not only in Savannah but in the South, and, we may add, one of the best in the United States. Mr. Havens is a native of Sing Sing, New York, born there in 1840, and has resided in Savannah for the past ten years. In 1874 he opened his present establishment with a small capital, which has since been increased to \$10,000. His stock averages \$8,000 in value, and the annual business transacted amounts to \$16,000, and is rapidly increasing. He employs six capable assistants, who are constantly kept busy filling orders, which come from all parts of the South, including North Carolina, South Carolina, Georgia and Florida. His rooms are most elegantly fitted up, and the walls are hung with fine engravings after the most eminent masters. Among these, occupying a conspicuous place, we notice a magnificent one of the celebrated picture "The Pursuit of Pleasure," by Sir Noel Paton, which is of itself a gem. There are also some very fine German photographs, that of "The Fisherman",

being especially noticeable. His stock of engravings and artists' material is probably the finest in the South. Of the quality and excellence of Mr. Havens' work mention is almost superfluous. Known as it is everywhere as equal to any, and equalled by but few, to make it better known is almost impossible. For delicacy of finish, graceful posing and life-like expression, they may well challenge comparison without fears as to the result. In addition to his skill as a photographer, Mr. Havens has made an invention which has excited considerable comment among photographic journals, so much so that a prominent paper has sent to him for a cut of his invention. It is a skylight of a new and novel design, which he has tested in his own rooms, and has found to answer every expectation and to be far superior to the old style. Mr. Havens is known in the community as a prompt and reliable gentleman, and is as popular among outsiders as with his customers. In conclusion, we would state to all who may ever pass through Savannah, that a visit there is incomplete without going to 'Havens' as all who go there are welcomed, whether customers or not.

F. C. WYLLY—*Stocks, Bonds and Real Estate, 120 Bryan Street.*

No business requires more attention, diligence and reliability than the above enterprise; and Mr. Wyllly is in every respect fitted to conduct it, both by his long and varied experience and sound judgment. He buys, sells and rents all manner of real estate, including stores, warehouses, blocks, hotels, residences, vacant lots, etc. He gives his closest attention to all property entrusted him, and in consequence enjoys the fullest confidence of his patrons. His list of property on sale is large, and includes some of the most desirable property in Savannah. In stocks and bonds, Mr. Wyllly also does a large and increasing business. Being in constant communication with the great money centres of the Union, and watching closely the prices of stocks and other securities, he is always ready to buy or sell as the case may be, and his sound judgment and business tact are invaluable to him in this difficult branch of business. He also stands well in all other respects, is well liked and popular, and is generally regarded as one of the most promising business men in Savannah.

KUCKUCK & SEEMAN—*Editors and Proprietors of the "Georgia Familien Journal," 102 Broughton Street.*

The press everywhere wields an influence far mightier than that of any other single profession, and that State or city which has the best paper is the most progressive. In Savannah the large and increasing German population demand a paper in their own language, and this want, for some time past very sensibly felt, has been at length supplied by the editors of the above journal. These gentlemen, recognizing the necessity of a German paper, in 1882, November 18th, commenced its publication, and their success has been all they could desire. The "Journal" is an eight-page paper, published weekly, and contains all the latest news, together with interesting stories and sketches by the best German authors. Its circulation extends through Georgia, Florida, North Carolina and South Carolina, and is yearly increasing. In addition to their newspaper the proprietors have a neat bookstore, containing text books in German and English, stationery, etc. Mr. Kuckuck is a native of Hanover, Germany, has resided in America for a number of years, having been for twelve years in the office of the "Philadelphia Democrat," and all his life directly or indirectly connected with journalism. Mr. Seeman is a native of Schlesien, Germany. Both gentlemen are able and energetic journalists, of excellent character and standing in the community, and deserve and get the support and patronage of all classes in their praiseworthy enterprise.

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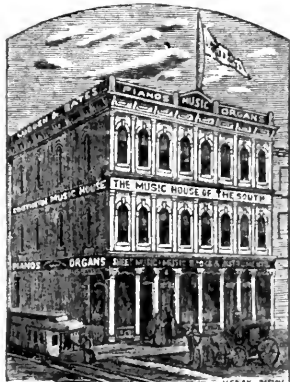
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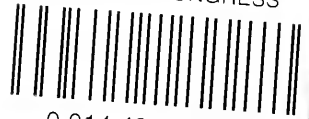
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